

THE GRAIN GROWERS' GUIDE

Organization · Education · Co-operation

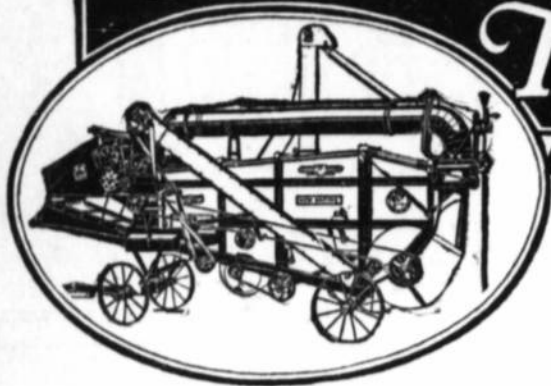
Winnipeg, Man.

August 15, 1923



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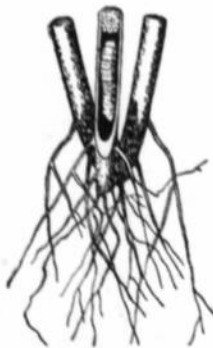
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Dominion Department of Agriculture

Arthur Gibson—Dominion Entomologist

Division of Field Crop
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Entomological Branch,
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N. Criddle,
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95

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S305

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By J. Edw. Tufft



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The Guide is published every Wednesday. Subscription price in Canada, \$1.00 per year, \$2.00 for three years, or \$3.00 for five years. In Winnipeg city extra postage necessitates a price of \$1.50 per year. Higher postage charges make subscriptions to the United States \$2.00 per year, while recent increases in postage charges to Great Britain and foreign countries render it necessary to make a price of \$2.50 per year to these countries. The price for single copies is five cents.

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THE GRAIN GROWERS' GUIDE

"Equal Rights to All and Special Privileges to None"

A Weekly Journal for Progressive Farmers

The Guide is absolutely owned and controlled by the organized farmers—entirely independent, and not one dollar of political, capitalistic or special interest money is invested in it.

GEORGE F. CHIPMAN
Editor and Manager

Authorized by the Postmaster-General, Ottawa, Canada, for transmission as second-class mail matter. Published weekly at 290 Vaughan Street, Winnipeg, Manitoba.

VOL. XVI.

August 15, 1923

No. 33



Employed as the official organ of the United Farmers of Manitoba, the Saskatchewan Grain Growers' Association and the United Farmers of Alberta.

J. T. HULL
Associate Editor

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United for Wheat Pool

Organized and Unorganized Farmers of Prairie Provinces Get Together with Business Interests for the Formation of Wheat Pooling System

UNLESS something unforeseen occurs or the farmers do not respond as readily as confidently expected, it seems almost certain that a wheat pool will be functioning in time for the major portion of this year's crop. Whether all three prairie provinces will be able to get organized on a five-year contract basis is yet an open question, but Alberta will have the contract ready for the organizers to take out to the farms this week, Saskatchewan is straining every nerve to get up to Alberta and Manitoba is attacking the problem under perhaps the most adverse circumstances, because of the fact that harvesting in that province has already begun.

The most important event since the pooling movement began was the visit of Aaron Sapiro, the California legal expert on co-operative marketing, to Alberta and Saskatchewan. His meetings in Alberta and Saskatchewan had the salutary result of ending sectional and other differences, of bringing the farmers together for the creation of one pool, and of getting business and professional men to join with the farmers in putting over the biggest business proposition these provinces have seen. Alberta got its committee of farmers, organized and unorganized, bankers, grain dealers, merchants and others working by the week ending August 4, and hopes to be receiving signed contracts in substantial volume by the end of this week. The nucleus of a similarly constituted committee for Saskatchewan was formed last week end, after Sapiro had welded the farmers into the pursuit of a single pool, and the Saskatchewan Grain Growers' Association had scrapped their voluntary non-contract pool in favor of a pool that was to be neither a Farmers' Union Pool nor a Saskatchewan Grain Growers' pool, but a plain farmers' pool, one in which every wheat grower in the province could be a member.

Harmony and unity thus prevail in Alberta and Saskatchewan, and business men and farmers are out to put over a wheat pool for the handling of as much of this year's crop as it is humanly possible to get.

Mr. Sapiro's meetings were held in Alberta during the week ending August 4. On Monday, August 6, he reached Saskatoon, where a conference had been arranged by the Farmers' Union of Canada, to be followed by a mass meeting on the Tuesday. After the Monday meeting, and before the Tuesday mass meeting, representatives of the Saskatchewan Grain Growers' Association and the Farmers' Union met in joint conference, and at the mass meeting Mr. Sapiro was able to announce that the two bodies had come together, and that the splendid spirit shown in Alberta had been repeated in Saskatchewan, and everybody was ready to sink differences and work for a straight farmers' pool.

The United Farmers of Manitoba are awaiting the report of Vice-president McKenzie, who attended the Sapiro meeting at Regina, and was subsequently in conference with the committee appointed at that meeting.

The Monday Conference

The conference at Saskatoon, on Monday morning, August 6, originally

planned for accredited delegates of the Farmers' Union of Canada, was at the request of Mr. Sapiro, thrown open to the general public. The meeting was a fairly large one and evidenced considerable enthusiasm in the proposals of Mr. Sapiro. Accompanying Mr. Sapiro on the platform were: Premier Greenfield, of Alberta; Premier Bracken, of Manitoba; Hon. C. M. Hamilton and Hon. A. P. McNab, of the Saskatchewan government; John Evans, M.P.; T. H. McConica, M.P.; Geo. Edwards and L. C. Brouillette, vice-presidents, respectively, of the Saskatchewan Grain Growers' Association and the Farmers' Union of Canada.

Hon. C. M. Hamilton, provincial minister of agriculture, was unanimously voted to the chair, and in opening the meeting he pleaded for a get-together spirit. There should be, he said, only one pool for the province, and to get that unity among the farmers was essential.

Unity and Harmony Needed

The necessity for unity and harmony was also the key-note of Mr. Sapiro's remarks. He dealt first, and in vigorous fashion, with some criticisms that had appeared in the local press, and which were intended, he said, to undermine confidence in him. The success of a pool, he said, was emphatically in the hands of the farmers themselves. He was no wizard of co-operation nor was there any wizardry in it; it was just plain business common sense. But it did need harmony and unity among the farmers. Alberta had shown the right spirit. In that province every section, interest and class had got together and were working together with the common object of getting a wheat pool established to handle this year's crop. It would be good for the farmer, for the business men, for professional men and for the province as a whole, and it was in that spirit that they were all working in Alberta.

He was well aware of what the situation was in Saskatchewan, he said, and he hoped that the farmer leaders would be big enough to sink differences and work for unity. The pool they were contemplating should not be a Farmers' Union pool, or a Saskatchewan Grain Growers' pool, or a government pool, or any kind of a pool except a straight farmers' pool. The trouble was not with the Grain Exchange, but with the farmers who by their method of marketing made the Grain Exchange necessary. What they had to do was to put an economic basis under farming so that farmers might have better homes, better conditions of living and enjoy some of the finer things of life. To that cause they should dedicate themselves, sink all sectional and minor differences, and work together for the one thing that would cure their economic troubles, co-operative pooling.

The Alberta Spirit

Premier Greenfield outlined what had taken place in Alberta following speeches in that province by Mr. Sapiro the preceding Thursday and Friday. In Calgary and Edmonton, he said, farmers, business and professional men had got together and determined to do everything possible to get a wheat pool in operation this year on a five-year contract

basis. Their objective was 50 per cent. of the crop; if they could not get signatures covering this volume of wheat there would be no pool. They had created a provisional committee composed of five representatives of the U.F.A.; five representing the unorganized farmers, two business men appointed, one by the Calgary and one by the Edmonton Board of Trade; two from the grain trade; one banker to be appointed by the Bankers' Association; one newspaper representative, and one representative of the government. On behalf of the United Grain Growers Limited, Mr. Crerar had placed the elevator facilities of the company at the disposal of the pool, and other elevator companies were doing likewise. They had made it everybody's job in Alberta, and everybody was helping the pool along. The chairman of the provisional committee, he stated, was H. W. Wood, president of the U.F.A.

Premier Bracken, said a few words commendatory of a voluntary contract pool and while he could not, he said, speak for the United Farmers of Manitoba, his government were ready to give moral support to the formation of a pool in Manitoba.

L. C. Brouillette, vice-president of the Farmers Union of Canada, said that the differences between the farmers were mostly the result of misunderstanding. The Farmers' Union stood for a get-together policy.

George Edwards, vice-president of the Saskatchewan Grain Growers' Association, also voiced the need for unity and harmony. He reviewed the wheat pool situation from the standpoint of the Saskatchewan Grain Growers' Association, and he explained that the association decided to form a voluntary non-contract pool because, like other provincial organizations, they did not believe it possible to form a contract pool in time to handle this year's crop. His own personal opinion was that if Alberta could form a contract pool in time to handle this year's crop, so could Saskatchewan, and he was in favor of getting together for that purpose.

Must Start Right

In answering questions, Mr. Sapiro stated that they should start the pool right or not at all. They should have a long-term contract with signatures representing 50 per cent. of the crop, or they should wait till next year and start right. They should not entertain extravagant ideas as to the price they would get through the pool. They might get three or four cents a bushel more, but whatever they got it would include what was now going into other pockets than those of the farmer. The pooling plan helped to stabilize prices and consequently to stabilize the price of land and, by making it safer to lend to farmers, to reduce the rate of interest. That had been their experience in California. It had made the farmers debt payers instead of debt makers. They should not allow a farmer to market only a part of his crop through the pool. He should either pool all of it or none. Another thing the farmer had to learn, said Mr. Sapiro, was to market his wheat according to its milling value. The pools in the United States had learned this and were securing large premiums over grade prices for wheat with high gluten content, and the Canadian wheat was very high in gluten content, and therefore that much more valuable from a milling standpoint.

On account of his voice threatening to fail Mr. Sapiro was forced to speak only a short time. Premier Greenfield sug-

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gested that they cut the questioning short and allow Mr. Sapiro to rest up for the big mass meeting on the following day, and the meeting accordingly adjourned.

S.G.G.A. Pool Abandoned

On the Tuesday morning a conference was held between representatives from the wheat pool board of the Saskatchewan Grain Growers' Association and the executive of the Farmers' Union of Canada. At this conference it was agreed, subject to the action taken by the mass meeting to be held in the afternoon, that the two organizations were to come together on a common plan for a pool for the province. If the mass meeting put itself behind the pooling plan put forward by Mr. Sapiro, then the voluntary non-contract pool initiated by the Saskatchewan Grain Growers' Association was to be abandoned and all parties were to get behind a single pooling plan with a board composed of representatives of the Saskatchewan Grain Growers' Association, the Farmers' Union, the unorganized farmers, and general business interests. It was to be a solid organization with a single purpose.

The Mass Meeting

Between 1,500 and 2,000 farmers and

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"I've been figuring. We made more money this year than last—and last year we had two extra hired men. Our Ford outfit did it."

When you come to balance up you will find that Ford Equipment—a Fordson Tractor, a Ford Truck, a Ford Car—will make all the difference between a good and a bad year.

The Fordson Tractor saves time and labor at those seasons of the year when time is pressing and labor hard to obtain. It can be used after harvest cultivation. With its belt power, also, it enables you to do your threshing yourself, rendering you independent of hired outfits.

The Ford Truck with its special grain body delivers grain to the elevator at a low cost per bushel—and early when the price is right.

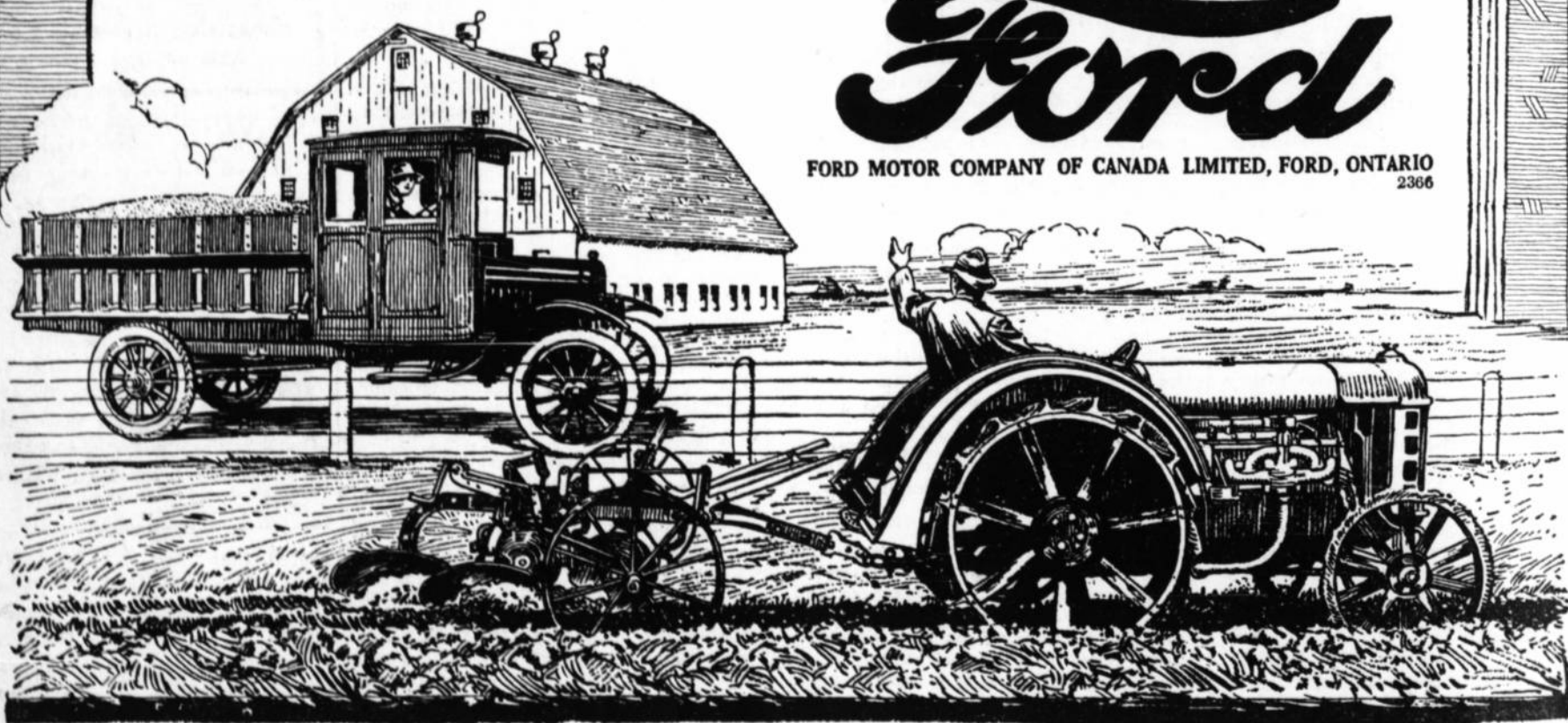


The Ford Car furnishes quick transportation that saves valuable time—often, when every hour is valuable to the farmer—and is a means of recreation at other times.

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others assembled in the Third Avenue Methodist Church to hear Mr. Sapiro, on Tuesday afternoon. Premier Dunning, of Saskatchewan, was elected to the chair by acclamation. It was a pleasure to him, he said, to preside at what was he believed a get-together meeting. There was agreement on all hands that something should be done to get a better system of marketing, but there was some difference of opinion as to what the something should be. There should be, he said, one pool for Saskatchewan, for two pools meant strife. He hoped that out of the conference a plan would be evolved behind which the farmers of the province could stand as a unit. The moral support of the government he assured them would be given to any sound plan for the marketing of the produce of the farms, which had behind it the whole of the farmers of the province.

To Stop Dumping

The first thing, said Mr. Sapiro, in opening his address, was to get the right idea on co-operative marketing. They had made mistakes in California. They had tried the Rochdale system and had found that while it was suitable enough as a consumers' form of co-operation, in co-operative marketing it brought nothing but failure. The central problem was to stop dumping the products of the farm and to introduce systematic merchandizing. He gave a very trenchant illustration of the results of individual selling of the products of the farm in the marketing of cotton by the cotton growers of the southern states, and showed how completely the growers were at the mercy of the buyers, and he said the same thing applied to wheat. The individual seller would never be able to get the full market value of his produce.

Merchandizing, said Mr. Sapiro, meant control of the flow of any commodity to the market, and ensured its absorption at a reasonable price. It was quite true that supply and demand fixed prices, but time and place were fundamental factors and by co-operative marketing or merchandizing time and place were controlled by the marketing agency.

Rules for Co-operative Marketing

He laid down the following rules for the proper formation of a co-operative marketing organization:

It should be organized on a commodity basis and not by locality. If they organized by locality they would have a number of co-operative institutions competing with each other and they would simply have dumping by groups instead of the present system of dumping by individuals. Dumping was the

very thing that they had to get away from.

It should be organized on a non-profit basis. The Rochdale system, said Mr. Sapiro, makes a profit off one farmer to pay it to another. A proper system was one which made no profits and returned all proceeds made on the sale of the goods to the members of the organization less the necessary expenses. Produce, Mr. Sapiro said, should never be taken from non-members. They should never allow those who did not become members of the association to profit by the facilities that it offers. They should stick to one commodity only. If they organized a wheat pool it should handle wheat only, and if they wanted to deal with other products they should deal with them through separate pools.

The association should be organized

Continued on Page 13

The Grain Growers' Guide

Winnipeg, Wednesday, August 15, 1923

Wheat Pool Progress

Substantial progress toward the establishment of a co-operative wheat pooling system has been made during the past week. In Alberta a strong committee representing the farmers, the business interests and the press is actively engaged in drafting contract forms and mapping out a comprehensive plan of campaign to get one-half of this year's crop in that province under contract to the pool. All the various interests of the province are working together harmoniously and there will be a united effort to make the wheat pool a reality. There are 83,431 farms in Alberta, and in order to have one half the crop signed up to the pool on five-year contracts it will probably be necessary to have at least 35,000 farmers' signatures. They are taking hold of their work in earnest, however, and even though the time is short it would seem that if it is humanly possible the Alberta farmers will have a pooling system in operation this year.

In Saskatchewan a type of organization similar to that in Alberta is already in progress, and a representative committee drawn from the Saskatchewan Grain Growers' Association, The Farmers' Union, the unorganized farmers and the business interests has been created to carry on the campaign. In Saskatchewan they are a few days later in getting started than in Alberta, but will have the advantage of the Alberta experience. There are 120,261 farms in Saskatchewan, and in order to get one half of the wheat crop signed up on the five-year contract, it will probably be necessary to secure the signatures of at least 50,000 farmers. If it can be done in Alberta, however, it would seem reasonable to expect that it could be done in Saskatchewan, provided there is an absolute unity of purpose, and a wholehearted and united effort made to accomplish the desired result.

In Manitoba the executive of the United Farmers has been actively engaged on co-operative marketing, and some definite announcement of their plans will no doubt be given shortly. There are in Manitoba 52,800 farms, and probably around 20,000 farmers' signatures will be required to bring one half the crop under contract to the pool.

The magnitude of the proposition to establish in a period of about one month an absolutely new system of wheat marketing capable of handling one half the wheat crop of this country is immense. The physical effort alone in securing the signatures necessary to contract half the crop is an enormous undertaking, and unless one half the crop is contracted it is realized, and rightly so, that it would be unsafe to attempt the new system for the present year. Then there is the problem of incorporating the wheat pooling system as a legal body, the engagement of expert men for the marketing of the pooled wheat, and the arrangement of finances for the preliminary campaign. It is a titanic job to which the farmers have set their hand, and it will require the greatest possible effort on the part of those charged with the responsibility of the work. It cannot be accomplished unless there is an absolute spirit of unity and definite determination to achieve in spite of all obstacles. There must be a very large number of volunteer workers willing to give their time and service in securing the contracts, and last but not least, there must be an overwhelming desire on the part of the farmers for the pooling system. The complete

story of what has been done up to the present time is published elsewhere in this issue of The Guide.

Aaron Sapiro's Visit

If the present efforts to establish a wheat pooling system in Western Canada this year are successful it will undoubtedly be due to the visit of Aaron Sapiro, the famous California evangelist of the co-operative movement. Mr. Sapiro's work for co-operation is well known among the farmers of Western Canada, through the information that has been given for several years past through The Grain Growers' Guide. A few years ago The Guide sent R. D. Colquette, a member of its own staff, to visit the North Western States, the Central States and California, to investigate all the farmers' co-operative movements, and his articles published in The Guide were the most complete information on the modern co-operative marketing system ever published in this country. Ever since that time The Guide has published the news of other co-operative organizations across the line, including the pooling organizations in cotton and tobacco in the south, and further developments in California where co-operative marketing has made its greatest success. Thus the farmers of Western Canada were well and favorably acquainted with Mr. Sapiro's work before he came here and naturally gave him a most enthusiastic welcome.

Mr. Sapiro, though a young man, has had a very wide experience in farmers' co-operative organizations. He has assisted in organizing many of them in the United States, and has been their legal adviser for some years. He thoroughly understands the difficulties in organizing farmers and keeping them organized. In the series of meetings throughout Alberta and Saskatchewan which he addressed, he spoke fearlessly and straight from the shoulder. He told the farmers frankly that there was no prospect of increasing the price of wheat by 20 or 30 cents a bushel through the operation of a pool, because no such increase of price could be secured without the establishment of a monopoly and the forcing of the consumer to pay higher prices for bread. From the financial point he expected the operation of a successful pool might bring from three to four cents a bushel in increased prices due to orderly marketing of the crop and the saving of profits now going to others. But the financial return was only a part of the advantage which would come to the farmers through organization, working together, doing their own business for their own benefit and becoming thoroughly imbued with a spirit of co-operation.

Mr. Sapiro laid great emphasis upon the necessity of a five-year contract as against a one-year contract or a voluntary pooling system without any contract. From long experience he realized thoroughly that for many reasons no pooling system could be made a complete success in one year, and that if there was no contract to bind the farmers to co-operate with each other for a period of at least five years there was great danger that they would fall away, and the pooling system would be a failure. For the same reason, he declared that there would be no advantage in attempting to start a pool unless 50 per cent. of the crop was definitely signed up on contract. He made it clear that unless 50 per cent. of the crop were

signed up in Alberta and Saskatchewan, it would be better not to start the pool this year, but to wait until next year, when it could be done by having more time for the campaign.

Perhaps the greatest contribution which Mr. Sapiro made to the cause in Alberta and Saskatchewan during his visit was in unifying the divergent interests and bringing about a solid and united organization among all classes in the community for the common good. Mr. Sapiro seemed to be well informed on the influences at work to divide the farmers and he discussed the situation frankly and courageously. There has been perhaps more danger of disunion in Saskatchewan than in any other province, and it is greatly to the credit of Mr. Sapiro, and to the farmers and the farmers' leaders, that all their differences were laid aside and they united for a common purpose. Unless the farmers are united and are pulling together they will be able to accomplish but little for the improvement of marketing conditions or anything else of vital importance. Thoroughly united there is practically nothing they cannot achieve. Mr. Sapiro realized this fact perhaps better than most people, and he attacked the problem directly and successfully. The farmers of Saskatchewan generally owe him a great deal for his services in this matter alone.

Testing the Co-operative Spirit

During the 15 years of its existence The Grain Growers' Guide has been a consistent and persistent advocate of the principle of co-operative marketing as one of the absolutely fundamental necessities in the solution of the farmers' problems. Probably The Guide has given to its readers more information on co-operative marketing than all the other journals in this country put together. This was one of the primary purposes for which The Guide was established. We have an absolute and abiding faith in the great benefits which will come to agriculture in this country through a complete, thorough and efficient system of co-operative marketing of all farm products. At the same time The Guide would be neglecting its duty if it failed to point out the dangers in the way and the magnitude of the obstacles to be overcome in securing the establishment of the co-operative system. Any person who believes that a great and successful wheat marketing organization can be brought about through the holding of a few meetings and the passing of a few resolutions is doomed to disappointment. There is no short road, no royal road to success in co-operative marketing. A comparatively few people who believe in the righteousness of the cause and the ultimate benefit to accrue must give unstintingly of their time (which in itself means money), to put the organization upon a successful basis. The pioneers in every movement are the men and women who make the sacrifice and the spirit of the pioneer is required at the present time.

The securing of signatures to iron-clad contracts by which farmers guarantee to deliver all their marketable wheat to a pooling organization for a period of five years is the supreme test of the co-operative spirit among the farmers. It is not a case of guaranteeing to deliver their wheat to some private organization, but a bond of co-operation with their fellow farmers for a period of five years in marketing their grain through one agency for mutual benefit. If

the co-operative spirit in this country will not stand that test then there can be no successful co-operative pooling system established. Furthermore it must be remembered that only a portion of the wheat will be marketed through the pool this year, and that the present system of marketing will handle the balance of the crop. Wheat marketing through the pooling system will bring a flat price to every farmer who participates. In all probability there will be some farmers who market their grain through the present system who will get a higher price than the average pool price. If this actually occurs it will be another severe test of the co-operative spirit, and some who are under five-year contract may wish to free themselves. This is one of the several good reasons for a five-year contract, because with such a contract the farmers can protect themselves and compel themselves to remain loyal to the pool for a sufficient period of time to enable it to become a success. The pool cannot be a success unless the farmers remain loyal to it.

It has been advocated that the grain exchange should be abolished. Such advice is pure foolishness and is no valuable contribution towards the solution of the problem which the farmers are facing. The grain exchange is merely a place where the private grain traders meet to buy and sell grain. Without a grain exchange there would be no market except a monopoly market controlled by a few exceedingly wealthy corporations who could afford to buy the wheat and speculate in the sale of it. They would pay a much lower price than is paid today and the farmers would be worse off than at present. A grain exchange is an absolute necessity so long as the farmers market their wheat by the individual method. When the farmers have co-operated 100 per cent. and are marketing all their grain through their own agency they will not need the services

of private traders who constitute the grain exchange. There is no need to waste any time about abolishing the grain exchange because it cannot be abolished today and it would be a disaster if it were abolished, whereas if the farmers proceed with their own co-operative marketing system the grain exchange problem will take care of itself.

A number of elevator companies have offered to sell their lines of elevators to the farmers' pooling organization. While undoubtedly the successful development of the pooling system will eventually require the ownership and operation of a complete line of elevators it would be wise to travel slowly at the beginning. The establishment of a pooling system in the period of one month for the handling of this year's crop is a problem of sufficient magnitude without attempting the purchase of a large number of elevators at the same time. It would require millions of dollars to purchase sufficient elevators to be a real factor in the collecting of wheat, and the purchase price can only be secured in any short time from the wheat that passes through those elevators. It would be better to get the pooling system on a big scale and after this is successfully accomplished even one or two cents per bushel deducted from the wheat passing through in the next few years would pay for all the elevators required for handling the crop. Stock certificates could be issued to the farmers for the amount of the deductions and the entire grain-handling system thus pass into the hands of the men who grow the grain. We believe, however, it would be the course of wisdom to postpone the purchase of elevators for another year.

As we have said before these are some of the problems which will be faced and must be met in the establishment of the pooling system. None of these obstacles is insuperable. Every one of them can be overcome if there is the true co-operative spirit not only

among the rank and file of the farmers, but among their leaders as well. But it must be the real genuine article in the way of co-operation. Anything short will fail of achievement. It will take more than one year to establish a complete and satisfactory wheat pooling system, but it will pay in the end.

Editorial Notes

Here are a few pithy sentences from the speeches of Aaron Sapiro:

"It is time for you to realize that you must get together to deal not with wheat but with human lives."

"The attitude of some people to this co-operative movement reminds me of the man who, in the days before prohibition, was wandering home in a muddled mental condition and muttering to himself: 'I'm going home and when I get there I'm going to say, 'Is the dinner ready?' and if they say 'No' I'm going to raise Cain, and if they say 'Yes' I'm not going to eat a bite.'"

"You know all about co-operation in Saskatchewan. You have everything here to solve the problem of marketing except harmony."

"You cannot cure economic troubles with a political remedy."

"In selecting the management for your pool your motto should be 'No amateurs allowed'."

"Don't get mad; get wise."

"Your leaders are there to show you the light or to get out of your way if you see it."

"You must get the right idea and make the right start."

"What you have to choose between is a long-term contract with your fellows or a life sentence with the speculators."



Abandoning the Derelict

North Dakota Wheat Pool

GEO. E. Duis, president of the North Dakota Wheat Growers' Association, has just completed a state-wide tour, speaking in the interest of wheat pooling. Mr. Duis addressed large crowds at over 40 points in North Dakota, in connection with an intensive membership campaign, and the effects of his messages have already been shown by a decided increase in membership in the association. The enrollment is now approaching the 11,000 mark, with about 100 new members being added every day. It now appears possible that the membership will approach 20,000 by the time the next crop begins to move. Between 15 and 20 million bushels have been signed up for the 1923 pool. Over 80 field men are now actively engaged in signing up new members in this state, and with this staff of workers scattered throughout the state, there should be little difficulty for the association to double its membership during the next six months. The tide of public opinion has manifestly turned in active support of this movement; lethargy has changed to busy activity, doubters have been convinced and knockers for the most part have been silenced.

Although the speeches of Mr. Duis varied in detail, the following report of an address delivered at Manvel, North Dakota, during the close of the tour, gives the high lights of his message, and clearly sets forth the aims and accomplishments of the North Dakota association:

Conditions of Past Years

"Before telling the story of the Wheat Growers' Association, I wish to consider conditions that have prevailed among wheat growers of the north-west for many years. It is not a bright picture, but the sooner we face actual facts and quit 'kidding' ourselves the sooner will we be able to make a remedy effective.

"Last year, farmers of North Dakota harvested the second biggest crop in the history of the state—about 116,000,000 bushels of as fine wheat as any in the world. Under ordinary conditions we would say that farmers should be rolling in wealth, but instead we find that never before were so many foreclosures made, judgments filed and delinquent taxes recorded. I think I have a reason and can present facts based on actual conditions that you know as much about as I do.

"Last year a survey was made of about 1,600 representative farms throughout North Dakota by the North Dakota Agricultural College, which showed that it cost, on an average about \$1.43 cents to raise a bushel of wheat. It is fair to assume that the farmer is entitled to a profit, as well as interest on investment. Further assuming that 17 cents would cover these items, the price last year should have been about \$1.60 per bushel. What did you get for your wheat? That answer will tell why most of you are going bankrupt. Placing the average price received at \$1.00 per bushel is high, but even at that figure, the loss to the farmers in this state on the 100,000,000 bushel crop is \$60,000,000! You gentlemen know that if this sum was circulated, it would pay off most of our debts and make for prosperity.

Reduced Land Values

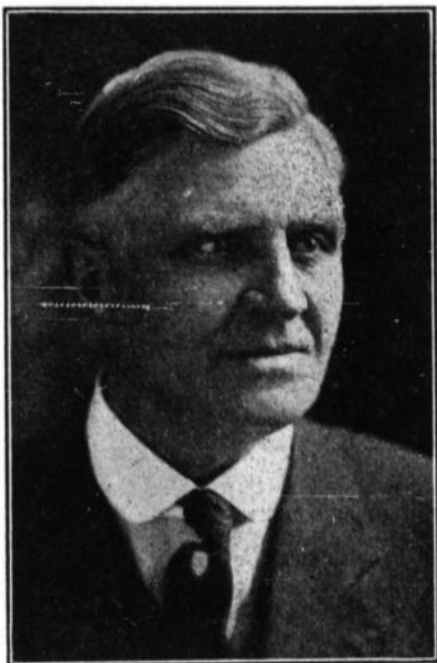
"But this is not the only loss. Raising crops below cost of production squeezes value out of our real estate and personal property; in fact if land does not pay interest on investment and a profit it is practically valueless. There is no telling what the total loss on last year's crop alone is to the farmers and business men of this state, in spite of the wonderful crop we raised. There isn't a man here who can tell me what land is worth in this locality. No more fertile land can be found on the face of the globe—land that was homesteaded over fifty years ago, and which has been changed from a barren prairie into a garden spot of the world; land on which beautiful

Border State Has Eighty Men in Field Securing Contracts for Wheat Pool and Expects Membership of 20,000 for Next Crop---By M. E. Bridston

groves have been planted and other improvements made through great sacrifice and perseverance. And now the pioneers of this state face annual losses running into the millions because they are not able to sell their products at a profit. Thousands have been forced to leave their land, where they have spent their best efforts and this land is now lying idle and barren.

A Reasonable Profit

"How to overcome this condition is the question for you and me to solve. This is the problem that the North Dakota Wheat Growers' Association is trying to solve, and we are getting nearer to the solution every day. I would never have turned a hand in establishing the North Dakota Wheat Growers' Association if I thought it was not possible, sooner or later, to get cost plus a reasonable profit for



Geo. E. Duis

wheat. Over ten thousand farmers have placed their hands on the plow and there will be no looking back until we have attained our purpose of placing wheat farming on a profitable basis.

To Get Control of Wheat

"There is one fundamental principle on which we operate, namely, to do away with the competition among the growers and increase the competition among the buyers of wheat. In other words we hope to get control of the sale of wheat, thereby forcing the millers to bid against each other in order to get it. This wheat is sold by one man in the interest of thousands, instead of each farmer dealing with the highly-organized buyers. It is not dumped on the market in a haphazard manner, but is sold gradually to meet the actual demand of the trade. Heretofore farmers have been 'going it alone,' and either because they needed the money or the sheriff was on their trail, they have dumped about 75 per cent. of the wheat raised in this state on the market during a few weeks in the fall. As a result there has been a virtual avalanche of grain flowing to the terminals at threshing time, until the terminals are filled, railroads congested and the local elevators glutted. Grain buyers are shrewd men; they know exactly the condition, and very naturally take advantage of it as a good business proposition. They buy, not to meet their immediate needs, but for speculative purposes, and, of course, they pay speculative prices, which for years have been ruinously low. Do you wonder at it?

"I have heard it said, 'the fall is the best time to sell,' 'there is nothing to this orderly marketing,' and all

manner of propaganda advising the farmers not to make any changes. Say, why do the grain speculators spend thousands of dollars fighting the wheat-pooling movement? Is it because they feel it their duty to safeguard the interests of the farmers? Or is it a business proposition with them to protect their own interests?

"The wheat growers know that their salvation lies in orderly and controlled marketing. We have realized this for a long time, but it was not until last year that steps were taken to bring it about. We organized under the standard marketing act, which provides for farmers organizing non-stock, non-profit marketing associations, based on similar laws in seventeen other states. We farmers bound ourselves together for the purpose of accomplishing our aims and then incorporated as the North Dakota Wheat Growers' Association.

Financing 4,000,000 Bushels

"As soon as we were ready to begin operations last fall the U.S. War Finance Corporation extended us \$5,000,000 in credits, which enabled us to market about 4,000,000 bushels of wheat in an orderly manner, and made it possible for the association to advance seventy per cent. of the market price to growers at the time of delivery.

"No group of men can get money from Uncle Sam without safe and sound collateral. We had it. The War Finance Corporation checked us up completely, investigated our methods, our by-laws and articles of incorporation, and when this was completed pronounced their approval and financed the project. After a year's operation we have become the biggest grain organization in the state of North Dakota. Our 10,000 members have been amply taken care of in the matter of advances, and the average price which they will receive will be considerably greater than they would have received selling outside the association. The first advance of 70 per cent. enabled our members to take care of their pressing obligation, and a second payment was made in March, which in many cases exceeded the amount the growers would have received last fall at the local point. Our office force is now busy making the final settlement, and we hope to have every check in the mail before August 1.

"The recent decline of the market has handicapped us somewhat in closing our pool. We have about 750,000 bushels of wheat on hand, but I do not believe that you want us to auction that off on the present market. What we probably will do is to inventory the wheat on hand, advance practically the present market value of this wheat, in order to practically close our pool, and then sell in August when the market is bound to brace up. Our members will then share the possible advance in price. That's real merchandizing. That is what the merchants and the manufacturers do, and now the farmers are in a position to use the same business methods.

"When we started last fall we had some difficulty in selling our wheat. We were forced to go out and hunt buyers, and then these buyers hesitated in purchasing this wheat, for they were not assured of a good title to this wheat. The result was that we were forced to purchase seats on the Minneapolis Chamber of Commerce and the Duluth Board of Trade, which we found was a decided advantage to us in making sales. We had to put up bonds to guarantee good title to our grain, and that relieved the buyers of any doubt, and then were able to display our wheat in a place where buyers gathered by the hundreds. I want to explain that there are two sides to the Chamber of Commerce—the sample market, where actual wheat is sold, and the option or

'pit' side, where speculators hold forth and deal in 'wind wheat.' We do not approve of the 'pit' and take no part in the activities there.

Testing for Milling Value

"Another thing we did was to set up a laboratory, where we could test our wheat for gluten, and thus find out exactly the commercial value of wheat. We knew that North Dakota farmers are raising a high-grade wheat that is greatly in demand by millers for mixing purposes and we did not want to trade in the dark or take the buyer's word for its value. From that day on, every bushel that has arrived at the terminals has been carefully analyzed and tested, and millers were forced to pay accordingly.

"What is the practice of the private grain dealers? When wheat begins to flow to market in the fall, a test is made of the wheat coming from the different stations, and toward the middle of the season a map is made indicating the average gluten content of wheat of the various communities. This does not mean, however, that all the wheat from the same community has the same amount of gluten, and hence millers always buy on the safe side, which of course is generally the low point. For instance, the gluten content may range from ten per cent. to fifteen per cent. at the same point. I will assume that the miller, in order to be safe, buys on a basis closer to ten per cent. than fifteen per cent., unless he knows exactly the amount of gluten the wheat contains. The millers who buy from the association do not get a chance to 'guess' for we know exactly what kind of wheat we are offering.

"An expert told me that when wheat is worth \$1.00 per bushel, an increase of one per cent. in the gluten content of wheat increases the milling value of wheat ten cents per bushel. Therefore we see that there should be considerable difference in price of ten per cent. gluten wheat and fifteen per cent. gluten wheat. Returning that difference to our members by knowing exactly what wheat is worth, is a real service, and is applying business methods in selling wheat that formerly was dumped on the market by a mob of farmers, anxious to turn their wheat into money, regardless of price or condition.

"Here is what happened under the 'mob-selling' system: The wheat of independent shippers or farmers' elevators is rushed to the terminals at threshing time. It must be sold on the day of arrival or go into demurrage. Buyers know this and hence do not bid on this stuff until just before the closing hour. Then they buy at their own price. Not only that, but the closing figure for the day is generally the opening price for the day following, and thus the market is hammered down and down, until the speculators get the bulk of the wheat. It is then just as easy for them to manipulate the market upward, but the producers of wheat, as a whole, do not share in the advance in price.

Selling on Sample

"How does the association sell wheat? I'll try to tell you in as few words as possible. When the member's wheat gets to the terminal, our expert subjects it to a gluten test to see what it is actually worth to the miller. We then take samples and place it on a table in the sample market of the Chamber of Commerce. Buyers inspect it and make us an offer. They bid against each other for they know full well that they can't buy this grain at their own price. If our salesman doesn't get an offer that is attractive, he has the privilege of placing the wheat in store, which he often does, particularly if the market is weak. If the market is strong, he may take grain out of store and sell more than the current receipts. The association leases terminal storage space, and, therefore, is always in a position to hold back wheat if need be. This is a leverage that is entirely lacking for the independent shippers and elevators,

Continued on Page 10

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A Listed Field in the Lethbridge District

Listers are being used to some extent to replace the plow on summerfallowing

Some 1923 Corn Fields

Acreage Sown to Forage Much Increased Over Previous Seasons—Listers, Which Were Curiosities Last Year, Now Finding Useful Place in Western Farm Practice

THE season of 1923 has not been a good corn year, generally speaking, in any of the three western provinces, owing to a superabundance of rain and cold weather during the early summer. This is unfortunate because more farmers experimented with it than in any previous year, and many who had formerly grown corn successfully on a small scale tried out new methods of seeding and cultivation designed to handle a given acreage with less labor. Unusual conditions made it impossible to interpret results correctly, and it is to be feared that corn will come in for a lot of unwarranted condemnation.

Since it has been demonstrated that wheat yields on corn land equal or excel wheat yields on summerfallow, there has been a growing tendency to use corn as a cleaning crop. The difficulty, of course, has been in getting the land prepared and seeded early enough. The checkrow planter does not cover ground fast enough to permit of seeding the whole of a large summerfallow in time to get a good stand, and corn enthusiasts depending on this implement have to be satisfied with a portion of their fallow land planted to corn and the balance black as heretofore.

Listers Widely Used

The lister was introduced to overcome this difficulty as it prepares and sows the crop in one operation. Various types and makes of listers were widely distributed through all three provinces in the spring of this year. What satisfaction have they given? To begin with the advocates of the lister should have taken care to warn against its use in heavy land and where perennial weeds abound. In the heavy land of the Red River Valley, the lister has been an unqualified failure simply because water stood in the listed furrows for days after the heavy rains, and, as is generally known, corn will not stand wet feet.

Where the land stood in need of cleaning up Canada thistle or sow thistle, listers have not been satisfactory because they are not made to cut everything underground.

As one travels west, the lister is held in higher esteem. From Swift Current to Lethbridge, on many farms where soil drifting is apt to bother, the lister is being used instead of the plow to prepare the bare fallow, as well as a corn planting implement. In these cases the practice generally has been to leave the land in stubble over winter to catch snow, list immediately after seeding, and to list a second time as soon as convenient after the completion of the first listing. The ridges made by the first listing are split in the second operation. The lister furrows are much deeper than those left by the cultivator, even when some of the teeth of the latter are removed to produce high ridging, and as a consequence, the lister

is regarded as a more effective weapon in combatting soil drifting.

Tip for Manufacturers

Supt. Taggart, of the Swift Current Station, who has quite a bent for testing farm machinery, told the writer that from his observation most of the listers sold here cannot be adjusted to sow thick enough. They were designed for use in the western states, where taller varieties of corn are in use. The losses which have been sustained in the locality of Swift Current from cutworms, rabbits, and other pests makes it seem advisable to sow heavier than what is generally recommended. In one make of machine which was dropping corn eighteen inches apart in the rows, he drilled holes in the seed plate between the holes put in by the manufacturer. This caused the lister to sow one grain every nine inches which gave about the desired results with small varieties like Gehu.

Peas have been widely sown mixed with corn in listed fields. Theoretically peas and corn make an ideal mixture, but in practice the results have not been uniformly satisfactory. Mr. Trego, of Gleichen, who recommended the mixture last spring, warned those who intended to use the combination that they should have separate boxes for the peas and the corn seed on the lister. The listers were in most cases obtained so late in the season that there was no time to provide separate boxes with feeding attachments. Accordingly the peas and corn were mixed and fed from the same box—result: the peas ran out first and the growth in the field was far different from what was aimed at.

Other Objections to Peas

The writer visited the farm of John Hubka, of Claresholm, who had 110 acres of this mixture. His farm was hit by one of the many hailstorms which scourged Alberta in June. The corn recovered but the peas growing in the same rows seemed to sustain more damage than any other farm crop. He delayed cultivating till the last possible moment to give the peas a chance to recover. When the weed growth made further delay impossible the peas were so backward that the first cultivation buried them all. By July 1, hardly a pea plant was to be found. Practice shows that the listed furrows fill rapidly once cultivation is commenced, and some fear is expressed that in view of the meagre growth made by peas in dry seasons, it is problematical if they will hold their own against the rapid filling in of the furrows. Other farmers raise objections on the grounds that peas are hard to harvest if any attempt is made to store the crop, and if the other course is followed, to let cattle do the harvesting, a large portion of the peas will be snowed under and their feeding value lost.

Mr. Hubka found it difficult to make

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his horses walk on top of the newly listed furrows when it came to cultivating the land. To overcome this he made a land roller about 2½ feet in diameter out of 14 feet 2 x 4's. This is light, covers the ground rapidly and he considers it well worth while using because of the ease of subsequent cultivating which it promotes.

Incentive for Seed Corn Growers

Several corn growers complained about the low germination of corn purchased south of the line. We have discovered long since that the further north seeds can be matured the more vigorous will they be, and as there are some localities where corn can be matured in most years, the production of seed corn ought to soon become a profitable specialty for a limited number of enterprising growers. The Maple Creek Corn Show inaugurated this year is the first step in this direction.

The large number of indifferently

cultivated fields of corn which may be seen abroad prompts the writer to say this, even though he is fully conscious of the demands made upon the farmers in midsummer—that corn growing has received much of its impetus from the oft-repeated statement that corn ground is as productive of wheat as summerfallow. This statement has its origin in experiments on government farms where corn crops are kept scrupulously clean. Corn fields where the weed growth is rank will not carry over much moisture for next year, and there will be some disappointments and more condemnation of corn when the yields of wheat are taken off in 1924. It is just a question whether the farmer who is handling more land than he can decently take care of, would not be better off to stick to bare fallowing where skimpy work does not carry as heavy a penalty, and forego the other benefits bestowed by having a productive fallow.

Harvesting an Uneven Crop

An Experienced Alberta Observer Recommends Early Cutting and Subsequent Stacking Under the Circumstances Prevailing in the Northern Portion of that Province

EARLY in July the following letter was received from W. F. Stevens, of Grande Prairie, Alta.

"Editor, Guide.—A crop condition exists here which I think deserves attention if the farmers are to escape losses later on. The crop has germinated very unevenly and some of it is from 16 inches to 24 inches high, while about one-third of it is only from two inches to four inches high. This means uneven ripening and that in turn means a great deal of grain that cannot with safety be put in the elevator unless proper care is given to it before threshing.

"I am telling those with whom I discuss the situation that the crop should be cut when the early crop is ripe. If this is not done there is sure to result a loss in quantity because of bleaching. There will also be danger of the later crop being frozen and the whole crop suffer in quality on that account.

"I am telling them also that the whole crop should be stacked and left in the stack for at least six weeks in order that the whole crop may have a good chance to dry out. I do not care to put these suggestions in cold type until I have seen how they harmonize with the views of those who have had an opportunity of making more extensive observations than I have had.

"One point on which it will pay to put the 'loud pedal' is that whatever loss in yield of grain may occur on account of cutting the crop before the later growth is ripe will be compensated for by the extra food value of the straw from this later growth grain, which will render it more palatable to stock, increase its food value, and help to make it a good substitute for prairie hay and green feed, both of which crops are sure to be short in some parts of this district.—W. F. Stevens, Grande Prairie, Alta."

Late Stools Make Crop Uneven

In an extended tour through Alberta, The Guide representative found that the condition noted by Mr. Stevens was causing uneasiness, not only in the northern portion of the province where summer rains were delayed, but in the south, where hail damage early in the season was severe, and late stools springing up under the excellent conditions for growth that have prevailed ever since June have produced in many localities, a very uneven crop.

As Mr. Stevens expressed the wish that his recommendations be not published till they had been submitted to the scrutiny of others qualified to pass upon them, The Guide circulated them among some of the best agriculturists in Alberta. The consensus of opinion is that unevenly stooled plants tend to ripen all their heads at the same time, and even the uneven crops of the north will ripen with greater uniformity than the promise of early summer would indicate. The matter contained in these letters warrants publication and a selection follows:

"Editor, Guide.—In general, I think Mr. Steven's observations on the uneven condition of the crop are in accord

with the fact. Many patches of grain and pieces of drills here and there did not germinate until the mid-June rains.

"However, it is easy to over-emphasize a matter of this kind. We have often before had grain ripen unevenly from one cause or another, and it has not always been attended with disaster. A great deal depends on weather conditions at harvest time and at threshing. In 1920, for instance, we had desperately wet weather at harvest time and the grain stood long in the field. Some was threshed out of the stook and some soon after stacking, the grain in some cases being so wet that it almost choked the weigher spout. A good many of us expected disaster in storage, but as the season was late and the weather cool afterwards, very little trouble occurred except with that portion of the crop carried over into the warm weather of the following summer, and some of this musted. I believe the elevators that bought found much of our grain far too high in moisture content.

"On the other hand we have had, as in 1915, such rapid ripening conditions that even the green-feed sown in June ripened up hard and not so very far behind the early-sown crop either. Under those conditions there would have been only a moderate amount of risk in cutting and mixing early and late-sown grain at threshing.

"Nevertheless, there is an element of danger in this year's situation, and I think Mr. Steven's views may well be given publicity, without undue stress and with some reasonable qualifications. The suggestion to cut when the early portion of the grain is ripe, which is by far the main portion in most cases, is a good one.—W. D. Albright, Dominion Experiment Station, Beaverlodge, Alta."

Prof. Murray's Opinion

"Editor, Guide.—I have no first hand acquaintance with the conditions obtaining in the Peace River country and so cannot express an opinion as to the probability of injury to the late crop through frost. In this part of the province I do not anticipate any frost injury to wheat which did not germinate till after the rains or which was seeded the first week of June.

"It should be borne in mind when considering the condition that the later germinating wheat does not take as many days to reach maturity as that which starts early, and that although there appears to be a difference of three weeks' growth between the early and the late at this season of the year (July 12) the actual difference becomes less and less as the harvest season approaches.

"If it should turn out as harvest approaches that there was little leeway between the time of ripening of the early wheat and the probable first frost, I should say that the cutting should start as soon as the early wheat was ready, but if frost was not imminent that cutting should be delayed in an effort to get the late wheat as near maturity as possible. It is easily possible to over-estimate the danger of bleaching, and one might well run the

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risk of a little bleaching in the early wheat in order to get the later stuff far enough advanced to make milling wheat. Large stooks are often a help in getting a good sample and stacking should help greatly to improve the appearance and hence the market value of both the over-ripe and the under-ripe grain.—James Murray, district agriculturist, Medicine Hat."

"Editor, The Guide.—I have your letter of the 3rd inst. in reference to conditions in the Peace River district. I have read the copy you sent carefully, and from my experience in this country I believe that Mr. Stevens has not allowed for the rapidity with which this short grain in a field will grow if given the proper climatic conditions. This late grain, in my opinion, will not stool out much and will make very rapid growth in length of straw if there is the moisture, and if the early grain is left just a little longer than is the usual custom before cutting, and if there is plenty of sap in the younger stems there will be a pretty fair sample of grain threshed when the later stems are dry enough to thresh. In 1912, I believe, a somewhat similar condition existed through this district, and in that year a great deal of the grain was No. 1 and 2 Northern."

"Then a very similar condition exists when a crop is hailed. So much depends on the climatic conditions from now on that I would not like to say what would be the best thing to do till the time comes to cut the early portion of the crop, and as you know Marquis in a wet year will be hard to thresh if cut too soon; and, further, it will not shatter readily if it has not passed through a period of drought followed by moisture when filling.—H. W. Scott, agricultural representative, Sedgewick, Alta."

North Dakota Wheat Pool

Continued from Page 7

and you may be sure that it is a leverage that the buyers can appreciate. Here is another advantage: Suppose we have ten cars on track, ready to be sold; three of these cars are hard spring wheat, that millers are always in the market for and which brings fancy premiums, and the rest is poorer quality wheat. When the miller wants to buy the fancy grade wheat here is what we say: 'We will sell you the three cars providing you take the rest of the wheat as well, at such and such a price.' As a result we generally get several cents more a bushel for low grade wheat than if we should try and sell it separately. This indicates what can be done in boosting prices, and putting a little business into the selling end of farming. It often happens that the Wheat Growers' Association have ten per cent. of the daily receipts at Minneapolis, and day after day we often top the market. How do you suppose that affects the market? Do you suppose that you or I, as individual farmers, could accomplish this? However, thousands of growers joined together, and acting as one unit make it possible, and only the future will tell how much more we can accomplish. The result will probably surprise the most optimistic pooler.

One Selling Agency

"At the present time the wheat growers are operating in twelve states, and nine of these states have now formed a national selling agency, known as the American Wheat Growers Inc., which is expected to handle at least 150,000,000 bushels of wheat. This wheat will not be dumped, but will be sold in an orderly manner direct to millers by the most approved merchandizing principles. Experts are hired to do this work, and the entire proceeds, minus a small operating cost returned to the growers. Each state pools its own wheat, which is sold through the national agency, which is controlled by a board of trustees, two from each state."

"The American Wheat Growers Inc., was incorporated under the laws of the state of Delaware, because those laws have been tested in the courts and found to be favorable to the formation of trusts. I tell you, gentlemen, that we are adopting the same tactics of the big trusts of this country, only in our

case it will be a bigger trust than any in this country, and will be for the benefit of thousands upon thousands of producers, instead of a favored few.

"Every step in the formation of the wheat growers' associations has been carefully considered to safe-guard the interest of the producers, who established the movement. We have one aim to which we will always adhere, and that is to eventually hang a price tag to our wheat, in the same manner as the manufacturer fixes the price of the plow that he sells. Only in that way can we hope to strike a balance that will place the farmer on a parity with other lines of business.

A Change Demanded

"I see before me, men who came to this country when it was a barren prairie. You trudged patiently behind the plodding oxen as you turned the virgin soil; you built homes, reared families; built roads and planted groves; you built the thriving cities in this section; you built the railroads that mark the path of progress, and now you are on the verge of being forced off these farms, because you can no longer take care of your obligations. Your sons and daughters have already left you, because they could not stand the drudgery of the farm, made necessary by the ruinous prices that you have been receiving. The fathers and mothers slave on alone, because they have no place to go, when they should be united with their children in happy and prosperous contentment.

"Gentlemen, this state with its 60,000 industrious and efficient farmers cannot long survive, if conditions do not change. We cannot go on indefinitely allowing this great class, the backbone of the nation, to face annual losses. Thinking men throughout the country are beginning to realize this and are lending their aid in helping the farmer get a just price for his products. We hear less and less about 'supply and demand' regulating the price, for sensible men realize that the law of supply and demand is daily being tampered with by the men who have completely controlled the market for years. I often wonder what becomes of the 'burdensome surplus' that the grain men keep telling us about from year to year? Did you ever hear of mountains of wheat being piled up at Chicago, Buffalo or Liverpool? No, indeed! It disappears. The world is hungry for wheat, and the people buy it and eat it. Only one-third of the human race is eating white flour. Is it not possible to induce the rest of the world to eat flour? The Raisin Growers of California have taught Americans to eat raisins, and are increasing the output annually and selling them at a profit! Under these conditions it is foolish to talk about a 'surplus.'

"The co-operative movement salvaged California when that state was on the brink of ruin and no men realize that any better than the bankers and businessmen, who recently closed up shop in order to assist the fruit growers to renew their contracts with the members. I find that the businessmen of this state are now taking the same attitude.

"We look forward in hope to the day when prosperity will return to this state; when the farm operations will show a profit at the end of the year, that will make possible the further improvement on the farm; more conveniences for mother; more hours of leisure for father; better clothes for all the family; a college education for the boys and girls; in other words a higher standard of living on the farm, that will permit the toiling farmers to graduate from the 'rube' class and take their well earned place as the leaders of the community which they have built."

Fall plowing for wheat will give best results if done early. The fall rains are then absorbed much better, weed seeds are started and killed by frost, and almost always a better yield will be obtained than from plowing just before freeze-up.

Dig potatoes before severe frosts come if possible. Potatoes which are well covered with soil at the last cultivation are less likely to be caught by early frosts.

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News from the Organizations

Reading matter for this page is supplied by the three provincial associations, and all reports and communications in regard thereto should be sent to H. Higginbotham, sec'y, United Farmers of Alberta, Calgary; A. J. McPhail, sec'y, Saskatchewan Grain Growers' Association, Regina; or W. R. Wood, sec'y, United Farmers of Manitoba, Winnipeg, and not direct to The Guide office.

Alberta

St. Paul Convention

The annual convention of the St. Paul Provincial Constituency Association was held at St. Paul, on July 25. Although the attendance was small, keen interest was shown by the delegates in the addresses and resolutions.

Resolutions were carried asking that Aaron Sapiro be engaged to assist in the organization of a co-operative selling pool for all farm products, and that bankers and business men be invited to assist in this movement; another asked the provincial government to operate one of the abandoned experimental farms, using the labor of able-bodied public charges.

Addresses were given by H. E. Spencer, M.P., and Laudas Joly, M.L.A., both of whom were accorded votes of confidence.

Next year's convention will be held at Mooswa.

Big Valley-Munson Convention

A convention of the Big Valley to Munson District Association of the U.F.A., held in Morrin, on July 18, was attended by over two hundred delegates and visitors. Premier Greenfield and G. A. Forster, M.L.A., spoke to the delegates.

A resolution was carried asking the Central Marketing Committee, the U.F.M. and the S.G.G.A., to put on a drive at once to sign up farmers for a wheat pool, and to obtain the assistance of Aaron Sapiro, if possible. Col. C. W. Robinson was appointed a delegate to interview the marketing committee.

The convention decided also that a request should be sent to the provincial government for a system of butter grading for dairy butter.

Favor Immediate Organization

A largely attended meeting of farmers and business men, held in Oyen, on July 31, passed a resolution favoring the immediate organization of a wheat pool for 1923 and following crops, with a contract for a term of years. Chas. H. Harris and Lorne Proudfoot, M.L.A., were appointed delegates to attend Aaron Sapiro's meetings in Calgary.

Viking Chautauqua

The U.F.A. Chautauqua held by the Sedgewick Provincial Constituency Association, in Viking, on the afternoon and evening of July 10, for the purpose, as stated by the chairman, of discussing the present day problems of farmers, was very largely attended. The program included a number of musical selections, readings and addresses.

H. W. Wood dealt particularly with the problem of co-operative marketing, declaring that the people must learn to stand shoulder to shoulder, and giving an account of the work done so far in the organization of a wheat pool for Alberta. A. E. Ottewill, of the University Department of Extension, and Rev. Mr. Pomeroy, of Merne, were other speakers.

New Local

Kerr local has recently been organized, near Pincher Creek. Its officers are F. E. Neuman and F. A. Schoening.

Delburne to Grainger Pool

A meeting of the Huxley to Grainger U.F.A. District Association was held in Trochu, July 28. L. B. Hart was in the chair, and addresses were given by S. G. Carlyle, livestock commissioner; Mr. Hare, of the Poultry Department; N. S. Smith, M.L.A., who spoke on Co-operation, and A. B. Claypool, M.L.A., who gave a report on the meeting held in Milledge to organize a wheat pool.

After full discussion, a resolution was passed to organize a pool, to include all territory from Delburne to Grainger, and to co-operate with all similar pools in Alberta. A provisional board of directors was appointed, and delegates were chosen to meet Aaron

Sapiro, in Calgary. A series of meetings throughout the district was arranged for the purpose of obtaining the signatures of wheat growers.

The convention decided to eliminate the clause in their contract requiring all members of the pool to be also members of the U.F.A.

Hearty votes of thanks were passed to the Women's Institute and the U.F.W.A., for the generous cafeteria lunch provided at both dinner and supper, and to the Trochu Council and Board of Trade for their offer of co-operation in the present undertaking of the association.

Rally at Sefton Park

The rally of No. 1 District Association of the U.F.A., held at Sefton Park, recently, was very largely attended and heartily enjoyed. The five locals included in the association were responsible for the excellent concert, and addresses were given by Hon. V. W. Smith and Mr. Read, of Vermilion.

Tolland Picnic

Tolland local expects to have a larger membership this year than last, and the secretary writes that there is a growing optimism in the district. The annual picnic was very successful. Fortunately the weather was fine and a good program of sports, supper, with a barn dance at night, were enjoyed by a large gathering.

Saskatchewan

Prairie Heights Congratulates Central
The following resolution has been passed by the Prairie Heights Grain Growers Association, viz:

"We, the members of the Prairie Heights local, express our approval of the efforts made by Central office in trying to secure a wheat pool to handle the 1923 crop, and we would urge upon them to continue their efforts with the utmost diligence until success is achieved, being sure of the support of this local."

For the Good of the Association

Robert Whiteside, of Birsay, recently issued a call to duty in the form of a letter for publication in The Guide. We regret that it is impossible to reproduce it in full, but have pleasure in giving its salient points.

Mr. Whiteside believes that the members should hear more frequently what the officers of the S.G.G.A. are doing, and suggests that a series of letters be written to The Guide by the various officers outlining the association's activities, with suggestions helpful to the work of the association. He also suggests that advantage should be taken of rallies and meetings to explain the method of preferential voting in preparation for next annual convention, when proportional representation is to be adopted as the method of election.

"Now is our golden opportunity to do some sane thinking," says Mr. Whiteside, "on the many important questions and problems that will be for the upbuilding of our association today. Has anyone a word of encouragement for our president? Don't fail to write and tell him about it. Right now is when we can give this question good sound thought. Let us size up the members of this great association and decide whether or not we have anyone that will serve us any better."

After attending last annual convention Mr. Whiteside decided on a motto for the year. The motto was "Speed up a little bit." His local did speed up, and the result was an increase in the membership of the local from 15 to 75 members, an increase of 400 per cent.

Grain Growers' Rally at Meota

The Grain Growers' Rally at Meota, for the Jackfish Constituency, was a decided success, about 500 people being present.

Sports, games, etc., were held in the

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afternoon, the proceedings being enlivened by music supplied by the G.W.V.A. band.

The meeting took place in the evening in the Meota hall, under the chairmanship of Arthur Hayes, the county chairman, who gave a comprehensive review of the collection and distribution of provincial public revenue, and made a plea for an equal chance in educational matters as between rural and urban children.

Mrs. McNaughton had a hearty reception, and in referring to the charge of calamity conditions, she said it was false economic howlings that were placing farmers in bankruptcy. She urged them to pay attention to the selling end as well as production, and also to the marketing of the by-products of the farm.

C. C. Davies, M.P., and J. H. Wesson, district director, also spoke, the latter dealing with the question of the centralization of marketing of wheat, outlining the efforts of the executive in this connection. Vocal selections were given by Mr. Woods, of Meota.

Organization Notes

Ten dollars remitted by the Pizarro local, at Loverna, to be applied on fees, brings the total membership of this local up to 30 for the year, an increase of 50 per cent. over 1922.

R. G. Rogers, of Spalding, has been appointed secretary of the Spalding Co-operative Association, Limited, in succession to Frank Wright, who has recently resigned the position.

"This local was organized with unusual enthusiasm. A new spirit seems to have pervaded the farmers. The press reports of a wheat pool were received with delight." So writes O. E. Madsson, of Victory Hill, of the organization of the Ingebright G.G.A., of which Peter A. Oster, is secretary.

The Lyle hall G.G.A. has been organized at Lency with an initial membership of nine, apparently with more to follow. C. Cohen, of Tessier, was elected president of the local. L. Oglesstone, vice-president, and Chas. E. Hopkins, as secretary.

The Varsity G.G.A. at Milly has increased its membership this year from 40 to 58, all fully paid-up. Evidently there are no sleeping partners at Milly.

Among recent remittances for "The Progressive" are the following: L. S. Abernethy, Fusilier, \$12; Mrs. Beatrice Tegart, Mildon, \$20; and D. M. Brander, Mankota, \$22.

Manitoba

Crocus Hill Community Activities

The Crocus Hill U.F.M. local continues to make progress along the line of co-operative activities of various kinds in the community. Its latest success is the holding of the local fair in the village. Under the direction of the members of the local, a number of boys and girls were induced to care for, finish and exhibit a number of steers which won the enthusiastic commendation of Mr. Ray, who was sent by the Department of Agriculture to act as judge. A handsome prize list was secured and on the whole, the function was so successful that it is hoped it may become an annual affair.

An application made on behalf of the local to the Canadian National Railways has resulted in the promise of the installation of a telephone in the railway station at Clanwilliam. At Crocus station, through the efforts of the association, a post office has been established, and this with a local store recently opened constitutes to some extent a new community centre.

Socially, the local is continuing to function successfully. A large and well organized dance and ice cream social was recently held, and proved not only pleasant in a social way but also a great help to the funds of the local. In anticipation of the coming harvest a car load of twine has been ordered from the United Grain Growers Limited. Thus in various ways the local is proving an effective centre of operations for the farmers of the community and becoming more and more indispensable as the months pass.

[A statement issued by the Central office with regard to the wheat pool will be found in the article covering the development of the pool movement in the three provinces].

United for Wheat Pool

Continued from Page 4

upon a strictly democratic basis—one man one vote, and in the voting proxies should not be allowed. Members who could not attend the meetings should vote by means of post card ballots.

They should have district directors elected by the district, and they should be men who could give undivided attention to the pool. Men should not be elected as directors who could not concentrate on the business of the pool. The directors should be elected annually so that the members could retain complete control.

Long-Term Contract Essential

They should have a written contract and it must be a long-term contract. The written contract gave them assurance of delivery and it defined and protected the rights of the pool and the members. If there were no written agreement legal troubles would be sure to ensue, as they have found to their cost in the United States when pools have been organized without written contracts. The contract should be a long one in order to give the association a chance to make good. Only under a long-term contract could they acquire the facilities for handling the crop, get competent managers to handle the pool, organize for export and make the necessary arrangements with the banks for financing. He instanced the case of Denmark, where they had very long-term contracts. What the farmers had to choose between, he said, was "a long-term contract with their fellows or a life sentence with the speculators."

Dealing with cases where a lien had been placed on the crop, or the crop was tied up in some particular way, Mr. Sapiro stated that there would be no difficulty in dealing with such cases provided the farmer was willing to let the pool handle the matter. A clause could be placed in the contract giving the pool authority to deal with the creditor in such cases.

In connection with finance, Mr. Sapiro stated that there was no need of any government guarantee. Wheat was the best collateral in the world. He further stated that he had the assurance from prominent bankers in New

York that if any difficulty was experienced in financing wheat pools in Western Canada, these New York bankers would advance anything from \$100,000,000 to \$200,000,000. As far as \$170,000,000, he said, had been loaned to some pools in the United States, at an average interest of five and one-half per cent.

Must Have 50 Per Cent. Acreage

They must also get at least 50 per cent. of the wheat acreage under contract. That was imperative, and if they could not get that percentage of the crop under contract they should not start a pool. The contract he stated must also be enforceable, that is, they must be able to make the signer of a contract live up to its terms. In the United States the pools had been able to enforce their contracts in 30 states, and been able to make violators of the contract pay damages to the pool and all the costs of the action to enforce the contract.

In the management of the pool their motto should be "no amateurs allowed." They should get the best men possible who understood the grain trade from A to Z, and they should not be niggardly in the salaries paid to these men. The cotton growers of the southern states, Mr. Sapiro stated, paid their manager \$50,000 a year, and he had saved them that much ten times over.

Must Not Expect too Much

He warned the audience against expecting a big price for their wheat from the pooling method. How much more they would get through the pooling system per bushel he could not say, but he said, "you cannot be any worse off with a pooling system than you are under the present system, and the pooling system will at least give you a chance to do something for yourselves in marketing your produce." It was no use railing against the grain exchange. The grain exchange performed a useful function in the present system, and its existence was justified until the farmers set up something better. "Don't get mad," said Mr. Sapiro, "get wise."

A World System

In connection with the securing of elevator facilities, Mr. Sapiro mentioned what had been done in Alberta, and the

offers that had been made by the elevator companies in that province. The co-operative elevators he said "belong to you and must serve you." Canada, Mr. Sapiro contended, was the key country to the wheat exports of the world, and an orderly system of marketing from Canada could not fail to have a good influence on the world markets. He believed that the wheat pooling movement would not be confined to Canada, and he foresaw the time when co-operative marketing of wheat through the wheat growing associations would exist in Canada, the United States, Australia, New Zealand and Argentina, with an agency acting for all of these pools at Liverpool. Nor should the farmers look exclusively to the money side of this movement. It was not what was in the pocket book, but what was in the soul that counted, said Mr. Sapiro. The object of these movements was to put farming upon a sound economic basis, to find an economic remedy for an economic trouble. It was not wheat, in the last analysis, that they were dealing with, but human lives, and experience in California had demonstrated that co-operative marketing by making farming pay, had brought refinement, culture, recreation into the lives of the farmers. It had enabled them to give to California churches, schools, libraries, good homes and decent conditions of living for the farming population. And, concluded Mr. Sapiro, "if you in Saskatchewan want it go in and do it now."

After Mr. Sapiro had spoken, the chairman, Premier Dunning, asked for a show of hands from those who were actually farmers and another show of hands from those who were business men. About 95 per cent. of those present were farmers. After that a vote was taken of the farmers on the pooling system as proposed by Mr. Sapiro. The vote was unanimously in favor. A similar vote of the business men had a similar result.

Regina Falls Into Line

On Thursday noon, Mr. Sapiro addressed a meeting in Regina, held under the joint auspices of the Regina Board of Trade and the Canadian Club. At night he spoke to a mass meeting attended by about 2,000 people in the Metropolitan Church. The meeting was

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marked by the enthusiasm which has characterized all Mr. Sapiro's meetings, and his speech, practically a repetition of that given in Saskatoon, evoked a similar appreciation and approval. The call of the chairman, Premier Dunning, for a show of hands in the same manner as at Saskatoon, revealed not a single dissident to the proposal to go ahead with a pool on the Sapiro plan, and a resolution that they proceed immediately to organize for a voluntary contract pool was passed unanimously. The organization committee is to consist of five representatives from the Saskatchewan Grain Growers' Association, five from the Farmers' Union of Canada, five for the unorganized farmers and seven others representing the government, banks, elevator companies, merchants and others. A nominating committee was elected, consisting of Hon. J. A. Maharg, A. J. McPhail, W. M. Thrasher, of Dinsmore, L. C. Brouillette, of Landis and Hon. C. M. Hamilton. As in other cities, business men in Regina have endorsed the movement, and the Regina Retail Merchants' Association has offered to take part in the organization campaign.

U.F.M. Issues Statement

A statement issued by the executive of the United Farmers of Manitoba, last week, reviews the activities of the association in connection with the wheat pool from June 21, when it became apparent that there was to be no wheat board. Reports of these activities have appeared in previous issues of The Guide. Following the conference of the associations at Regina, on July 23, at which an inter-provincial committee was formed with D. G. McKenzie representing Manitoba, the statement says the executive of the U.F.M. met "to receive Mr. McKenzie's report of the action of the inter-provincial committee. He reported that the committee had discussed carefully the draft contract which had been prepared in Alberta, but it was recognized that it should not be reduced to final form without legal advice, and it was agreed that on Mr. Brownlee's return from the United States, the committee should consult him as to details. The committee were generally agreed that the wheat pool project should go forward with whatever percentage of the farmers could be secured, that the contract should be for five years with power to cancel at the end of the fifth year by giving one year's notice, that contract-makers should be grouped into districts which should meet yearly to appoint delegates to an annual meeting, that all the wheat pooled should be handled through a single selling agency, but that the work of organization should be undertaken and carried forward locally in each of the provinces. It was felt that with a task of such magnitude there is extreme need for care and judgment in the formulation of plans, but hope was not abandoned that there might be a possibility of putting the system in operation for some part of the current crop year.

"Following the visit of Mr. Sapiro to the western provinces, and in the somewhat altered circumstances, D. G. McKenzie has again gone to Regina for another conference as to the possibilities of the immediate future."

Alberta Campaign, August 20

Calgary, August 11 (Guide Special Correspondence).—Organization of the Alberta wheat pool committee was completed this week at meetings in the U.F.A. offices, and sub-committees were appointed. One of these will carry on the drive for membership which it is announced, will open August 20, when a systematic canvass will be launched for the purpose of securing signatures to the wheat pool contracts. An informal conference between members of the committee and members of the provincial legislature was held in Edmonton on August 10, for the purpose of perfecting the work of organization for the drive in which the legislators will co-operate.

Mr. Sapiro's advice was that at least 50 per cent. of the wheat acreage should be signed up in order to make success possible. Elevator interests in the province, controlling over seventy per cent. of the elevator space have intimated their willingness to sell their plant to

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the pool, payments extending over a term of years.

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The basis unit for the contract drive will be the provincial constituency, and it is proposed to make use of the provincial constituency associations, district associations and locals of the U.F.A., and the heartiest co-operation of the business men of towns and cities is counted upon. A fee of \$3.00 will be collected from each member of the wheat pool to take care of organization expenses. Premier Greenfield has intimated that the provincial government will advance whatever preliminary organization expenses are needed, and a first call of \$5,000 will in all probability be all that will be required. The full list of members who have agreed to serve on the provisional committee is given below.

Personnel of Committee

H. W. Wood, Calgary, chairman. Representatives of the United Farmers of Alberta, S. Lunn, Pincher Creek; W. J. Jackman, Bremner; A. R. Brown, Westlock; C. W. Robinson, Munson; C. C. Wager, Coronation. Representatives of the farmers outside of the U.F.A., W. L. Carlyle, Calgary; P. Pallesen, Calgary; O. N. Gilbert, Calgary. Representatives of the grain trade, John McFarland, Calgary, Alberta Pacific Grain Co.; E. S. McRory, Calgary. Representatives of the Board of Trade, E. L. Richardson, Calgary; Jas. Ramsey, Edmonton. Representative of the press, C. Smith, Calgary. Representative of the bankers, J. H. McDowell, Calgary. Representative of the provincial government, Hon. J. E. Browlee, Edmonton. Sub-committees have been formed on finance, elevators, personnel, publicity, press, business organization, drive and Legal matters.

Hoey Advises Amalgamation

Complete amalgamation of the United Grain Growers Ltd., and the Saskatchewan Co-operative Elevator Company is the best solution in sight of the problem of marketing economically and efficiently the western grain crop, in the opinion of R. A. Hoey, M.P., for Springfield.

"The amalgamation of these two companies and their operation as one great marketing organization would be an example to the whole world in co-operative effort," said Mr. Hoey in discussing the proposed voluntary wheat pools.

Mr. Hoey stated he was of the opinion the proposal to establish separate pools in each of the three provinces and a central selling agency, could not be operated to the advantage of the farmer.

"The only reasons that prevent the two farmers' marketing organizations from getting together, that I can see, are political," Mr. Hoey stated. "The amalgamation of the two companies would lessen the number of officials required to manage the concerns, and, of course, this might not appeal to some of those now in control who are hoping to secure political favors through their operation of the farmers' companies."

There is at the present time, according to Mr. Hoey, an unwritten agreement between the two companies that they will not compete against each other at country points, and this removes any suggestion that it is a good thing to have two companies in competition with each other. The only competition they enter into is in the selling of the grain to the European exporters.—Winnipeg Free Press.

The Countrywoman

Foliage for Winter

WHILE looking at an exhibit of student's work at the Manitoba Agricultural College, I came across a large bowl of beautiful leaves which had been treated so that they would last all winter. At the time it occurred to me that this was something which should be made available to all of our readers, for foliage is so scarce in the cold season. Not only are they nice for your own house but they make delightful Christmas presents, and would be a fine "seller" at a bazaar. When I asked how to treat the leaves, Mrs. Jean South, the lecturer in applied art, willingly told me how they are preserved.

When describing the process she explained that "It is simple enough and can be done by anyone who is not a 'born artist.' The finished product is most artistic and is a real addition to any living-room. Practically any foliage or grasses can be preserved for the entire winter by this method, while, without it, the leaves would fast look dusty and drab.

"The best time to gather them is in late August or September, or whenever the stems and leaves have begun to toughen. Earlier in the season there is too much sap in them to get good results. Select a twig or stem that is nicely shaped with the leaves evenly balanced. Sometimes you can get a crooked stem that has grown like the poppy to the right of the illustration. This is a distinct advantage when arranging the foliage.

"Oak leaves are very attractive when done by this method, and so are all kinds of graceful grasses and many weeds. I have produced beautiful effects with the seed-heads of French poppies, cat-tails or bull-rushes, pussy willow and twigs of lilac seeds. Flowers like zinnias when going to seed take the treatment satisfactorily and so will holly-hock stems.

"For coating the leaves, use the cheap 'aluminum' or 'gold' material that is commonly applied to stove-pipes or radiators. Purchase the bronze powders rather than the liquid. An ounce package which costs from 20 to 30 cents is enough to last for a long time. When ready to commence work dip a water-color brush into clear shellac or a cheap varnish and then put it into the powder. Apply this to the surface of the leaves and see how bright they become. If you like the effect put aluminum on the under-side of the leaf and gold on the top, or reverse the order.

"Interesting variations can be secured by using oil paints with either silver or gilt bronze powders. Apply as usual and then touch it up with a little crimson, dark blue, dark green or purple. Still more brilliant colors are obtained by using colored bronze powders of 'flame', dark blue, bronze, dark green or purple. These are brushed on after the foundation of gilt or silver powder has been applied. Your local dealer will be glad to secure these colored powders for you from the wholesale if he has none in stock. Instead of shellac you can substitute banana oil or thistle oil if you happen to have them on hand.

"In coating grasses or prickly things dip them into shellac, shake them lightly to remove the surplus, dip into the powder and shake lightly again, so that too much will not adhere. Place them in an olive bottle or sealer or other vessel that will hold up the stem. In an hour or so they will be ready to arrange in a vase.

"In our dry atmosphere, large leaves such as oak may require wiring to keep them from breaking or falling off the stems. The thin tie-wire used for millinery purposes is suitable. Put the end through the leaf at the centre of the mid-rib, and bring it back to the front at the other side of the rib, forming a twist to hold the end to the wire. Then run it down to the main stem and twist the wire around it. This is done before bronzing."

After the foliage has been treated by

this method be sure to arrange it nicely in the vase, because the leaves will not show off to the best advantage if they are put in carelessly. Too many people squeeze flowers or foliage into a vessel very tightly, so that it is impossible for their beauty to be displayed. Put the leaves and grasses in one at a time, allowing the graceful stems to fall over the sides. In the centre, place the stiffer twigs of golden rod, hollyhock, or cat-tails and fill in the gaps with oak leaves. It is far better to follow the example of the Japanese who believe in showing off one of the flowers in a vase, than to squeeze a large number into a hard bunch.—Margaret Speechly.

Helping Ourselves

A group of women were discussing a visit of an expert in canning to a neighboring small town. Those who had attended the demonstration in canning were speaking in high terms of praise of the help they had received. A woman who came from another small rural community asked how they were able



A vase of autumn foliage, treated as described, gives a touch of color to rooms in winter time.

to get such a demonstration. The information was soon supplied by the hostess, who told her that the canning demonstration, short courses in sewing and millinery were services given to women homemakers by the government through the Department of Agriculture. She was told that if a group of women wished to secure a demonstration in canning they should write in to the department and they would send out someone to give them the most up-to-date information.

Then someone told of how the women in her little community had tried to get a canning demonstrator just about the beginning of the canning season, but were told that there were so many requests in that they would have to wait till late in the autumn.

At this, Mrs. G—, sitting quietly thinking in a corner of the room, spoke. "I wonder if we are going about these things in the proper way. You all know our taxes are very high and we are so often ready to criticise the government for not cutting down expenses, and then in the next breath we ask for some service that costs money. The service that we have been discussing costs money. Some of us are apt to think, at times, that because the government gives it free for the asking that we do not have to pay for it, and yet in the final analysis we, the people, pay for all government services."

Before she could continue farther, Mrs. B— broke in eagerly: "But surely, you do not think that the government should discontinue such services to the women homemakers. We can prove in dollars and cents in our sewing and canning, that these demonstrations have helped us to save. The government sends out men to give short courses in gas engines or in black-smithing to farm men. It is just as important to show women how to save

money in the home as it to help men make money on the farm. I cannot see any good reason for cutting off such a service to women."

Then Mrs. G— explained: "I am afraid you have misunderstood me. I did not intend that such a service should be in any way curtailed, because I believe that it is of great assistance to women, and I think that even a greater number of women should be able to enjoy it. But already the government is wondering where to turn for money to carry on lines of service such as we have been discussing. They have only a limited number of workers to send out. It costs money for them to travel all over the province. We need their help, need it perhaps more in times when we must practice economy than at any other.

"My idea is this: here, we are a group of women anxious to learn how to do our housework in the most economical way. Some of us have attended a canning demonstration and have received a great amount of help from it. We have learned how to can fruits, vegetables, beef and fowl. Some of this group have not been able to attend those demonstrations because they were held at centres too far from their homes, I think that the five or six women present who have attended that course have a responsibility to other women. Why shouldn't they go to their own homes and put on a little canning demonstration and have the women in their immediate neighborhood come to watch it. In that way the information given by the government would reach a much larger number of women. The women who attempted to repeat the demonstration would be surprised how much help they themselves would receive by teaching others. Teaching something to others fixes a subject firmly in your own mind.

"You see we have some expert housekeepers here in our midst. Someone could give us a talk on canning, another on soap making, another on buttermaking and care of dairy utensils. We would be surprised at the home talent we could dig up right here in our own little rural community. "Why can't we try it?"

Yes, why couldn't we try it? The Countrywoman is of the opinion that Mrs. G— has worked out an idea in her own mind that is well worth trying. We want the very best information available for the farm woman in the home to help her meet her problems, but we must work out some way of getting it at a smaller cost.

Getting Away from Things

Sometimes when the everyday tasks appall and life drags along at a monotonous level, it is good just to get away from everything. The busy housewife on the farm may ask: "How can I do that? Where can I go to get a change?" And it maybe that it is impossible for her to leave home for very long. But a change of surroundings may be secured by just leaving all the petty tasks that worry one and getting out-of-doors where everything is on such a large scale that the weary woman soon finds that the little things fall back into their proper perspective, and she is rested in mind and body. I came across a little poem the other day which very well expresses this feeling:

"I have need of the sky,
I have business with the grass,
I will up and get me away where
The hawk is wheeling
Lone and high
And slow clouds go by.
I will get me away to the waters
that glass
The clouds as they pass:
I will get me away to the woods."

Italian Proverbs

Women are wise off-hand and fools on reflection.
In buying horses and taking a wife, shut your eyes and commend yourself to God.

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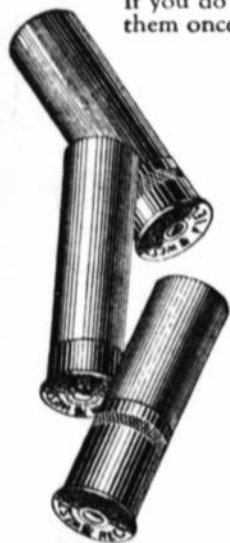


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F-2

The Open Forum

"Let truth and falsehood grapple. Who ever knew truth put to the worse in a free and open encounter?"—Milton

The Guide assumes no responsibility for the opinions expressed by correspondents in this department. It is requested that letters be confined to 500 words in length, that one subject only be discussed in a letter and that letters be written on one side of the paper only, and written very plainly (preferably in ink).

Farming and Free Trade

The Editor.—John W. Ward, in his statement presented as evidence before the special agricultural committee of parliament at Ottawa, published by The Grain Growers' Guide, May 30, 1923, sets forth that the tariff on the various commodities the farmers buy and use costs them \$9,974,407.80, or by way of comparison five times more than the Dominion government received in revenue from the duties on agricultural implements. It is an important discovery, the result of extensive and intensive study, and as such will form the basis of still further reflections. The question still before us demanding solution is: In the absence of a protective tariff would this \$9,974,407.80 fall into the hands of the farmers?

Personally, I am firmly convinced that it would not, and my reasons therefore are briefly stated in the letter headed, Free Trade Not Enough, published by The Guide, July 4, 1923. Additional reason for such contention is found in the fact that industrial corporations have now through amalgamation and concentration developed such power and control that they can, merely through means of gentlemen's agreements, secure for themselves the same advantage they now secure by the protective tariff. In fact even more, which the evidence of Thomas Findley before the tariff commission at Winnipeg, September 14, 1920, taken from Mr. Ward's article, clearly proves. Dealing with his own company he said: "So far as the Massey-Harris Company is concerned, even today, placing no other considerations in the scales but that of money-making, we should be quite prepared to have the tariff taken off our implements if at the same time it were taken off everything that enters into the cost of producing them. In fact, considering how large our foreign trade is in proportion to the whole, we honestly believe we could make more money under such a free trade condition than we are making at the present time." By admitting this quotation, Mr. Ward has absolutely destroyed his own "free trade" argument, and in summing up he very nearly supports my

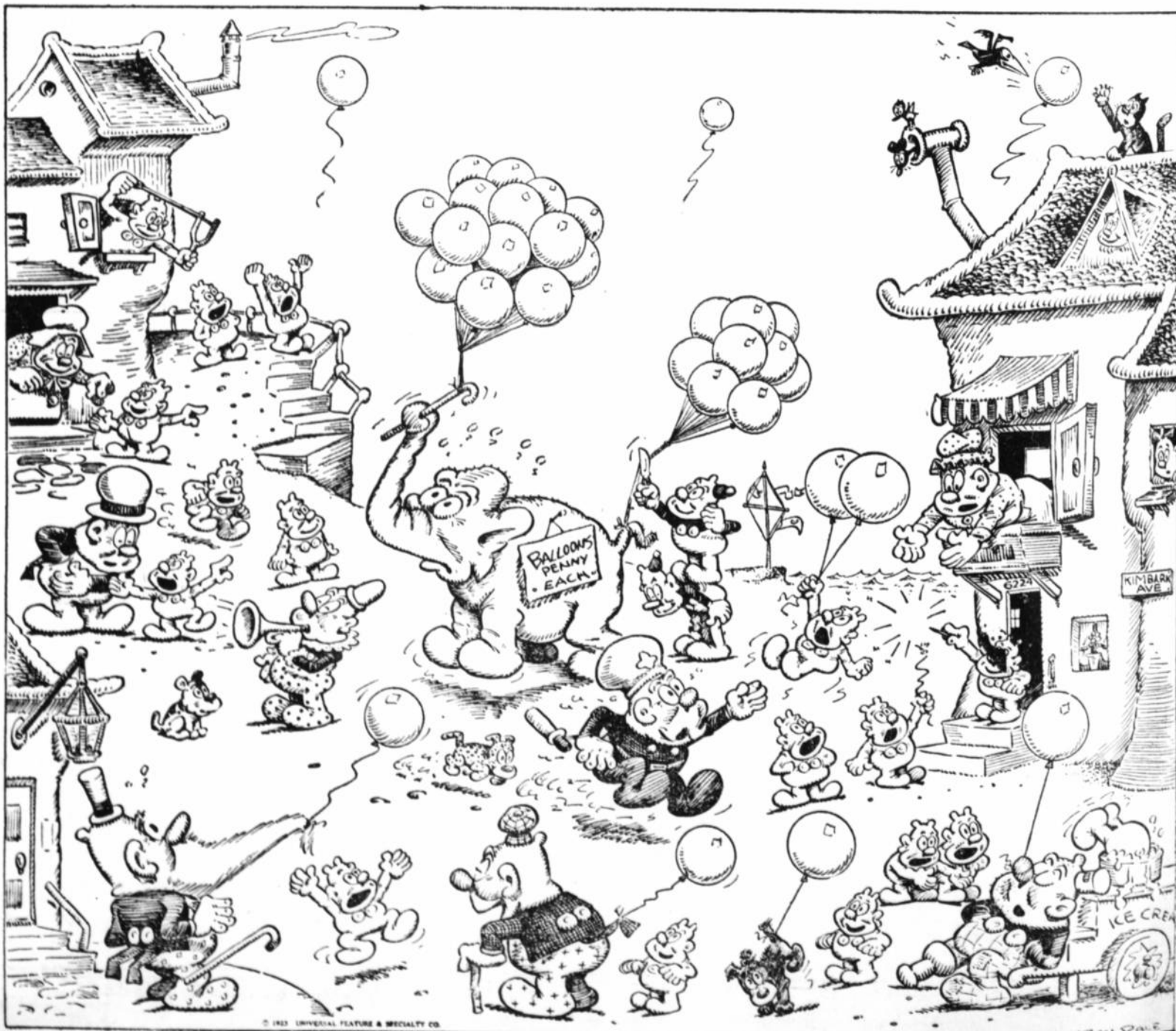
contention that it makes no difference under the prevailing competitive system whether prices are high or low, the producers on an average only receive a living, and in that contention I am willing to rest my argument on the testimony of old experienced farmers. I contend that those who are well off as a whole, and on an average did not secure that position by raising and selling crops, but instead from profits received through rising land values, in other words from speculation. It is therefore high time that we as farmers devote our time and efforts to more fundamental economic questions. If we organized our forces as intelligently as the manufacturers have, we would not need to worry about whether the tariff was high or low. In fact we could then have free trade based on mutual co-operation between the various branches of industry without exploitation of man by man. All we would need to exploit would be our draft animals, the soil, the machines and the physical energy produced by the technical knowledge of harnessing the natural forces of earth and space. Let us therefore begin now to centre our attention on something worth while. Let us start by building up a co-operative marketing organization for all farm products beginning with wheat and stay with it until every useless middle-man is eliminated. To accomplish the task unity of ideas, unity in action, and general solidarity among the producers are the only requirements.—Carl N. Axelsson, Bingville, Alta.

Opposition to Wheat Pool

The Editor.—Noticing the opposition to the formation of a wheat pool in the press by J. Kennedy, vice-president of the U.G.G., and C. M. W. Emery, a member of the central executive of the S.G.G.A., and one of their chief arguments against it is that a voluntary wheat pool will not have any effect on the world's wheat market prices, and therefore there is no use of tackling the job as it will not increase the price of the wheat for the farmers. It is rather surprising that these men are supposed to

A RUSHING BUSINESS IN TOY BALLOONS

From daylight until dark, Roly and Poly play and get into mischief. They never worry about work. Old Man Grouch putters around in his cabbage patch, and twice each day walks up town to the post office. Sleepy Sam is supposed to sell ice cream to the little Doo Dads, but most of the time he sleeps. Nicholas Nutt has to work harder than any other little Doo Dad. He has to work hard, for he must earn money to buy food for himself and Tiny, the elephant. Tiny eats a great deal and Nicholas must keep constantly at it so that Tiny will not have to go hungry. Tiny helps Nicholas. Sometimes they mend the streets; sometimes Nicholas lets the little Doo Dads ride on Tiny's back and charges them five cents; sometimes Nicholas and Tiny peddle ice, but just yesterday Nicholas received a big shipment of toy balloons, and today Nicholas and Tiny are selling them. There were so many of them that they could have carried Nicholas up in the air, straight towards the moon. Therefore, it was decided that Nicholas would blow his trumpet and take the money and Tiny would carry the balloons. Nicholas tied one bunch to Tiny's tail and fastened another bunch to a cane. Tiny took the cane in his trunk. Nicholas did this so as to make sure that the balloons would not stand Tiny on his head. Nicholas is selling a great many balloons. Already the little chap on the stairs let go of his string—oh, we do hope that he will not try to follow his nice blue balloon over the edge of the cliff! Roly and Poly, the rascals, are cutting the strings that hold the balloons on Tiny's tail. I wouldn't be a bit surprised if—when the sharp knife goes through—the balloons Tiny holds with his trunk, tip him up and leave him sitting just like a little baby Doo Dad in a high chair—that would be funny.



know the farmers' thoughts, and have their interest at heart, but they don't.

The farmers don't intend to raise the price of the world's wheat market through a wheat pool, but, what they desire is to get the world's average price for their wheat the year round, and cut out the sharks which are lurking for the cream of the farmers' labor. An explosion of a howitzer in the aisles of the farmers' movements was sounded when farmers' officials opposed a scheme through which the farmers are determined to get some relief by marketing their grain co-operatively. It is true the management of the pool will have to be trusted to men who may not have all the necessary knowledge or experience to make the pool the first year 100 per cent. success. But whoever the men may be they will have considerable knowledge of the business, with information of world's crops and market conditions at hand, and a considerable volume of grain to be marketed, will be in a position to market the grain direct to consumers or millers and eliminate excessive storage and handling charges and the speculators' profit. This part the farmers cannot do individually, and must do it co-operatively in any way feasible.

The action of opposing policies which are bound to bring relief and good to the farming industry, and in fact to all those who depend on the farmers' business, by officials of farmers' organizations is ridiculous, and it is surprising that they are kept in their positions. On the other hand everyone interested in the welfare of agriculture should by all means encourage and support agricultural co-operative movements.—A. L. Plotkin, Brooksby, Sask.

Pooling the Remedy

The Editor.—I was much interested in H. Bates' letter published in The Guide of July 25. There is much that is sound in Mr. Bates' letter, but I think he is out when he advises curtailment of production of farm produce. The chief product of the farm is wheat, and we have to sell our wheat in competition with all the other wheat-growing countries in the world, and to curtail the production of wheat in Canada would have little, or no effect on the world's market unless the wheat growers of all other countries would do the same, and in order to do this we would need to be thoroughly organized, not only nationally but internationally also.

Now, that would be the ideal plan, and if the present hard times continue long enough, it will no doubt materialize, but in the past as soon as the farmers became a little prosperous they forgot all about their organization that had helped them to reach that condition, hence our present difficulty.

The farmers themselves are solely to blame for our present condition. They have had the need of organization drilled into them for the last 25 years, but they have allowed petty jealousies and other unimportant matters to lead them away from their organization, while a few of us, who did realize what was likely to happen, have grown grey-headed in the effort to hold them together. The result is, that when the slump came we find all other lines of business and production organized 100 per cent. except the farmers. Now the only way to fight organization is by organization.

Mr. Bates advocates the destruction of part of our produce as a remedy for the present low prices. He advises us to make slaves of ourselves to produce and then destroy all except that for which there is an immediate demand, but there is a better way than that. It is true that circumstances compel the farmers to produce to the limit in order to overcome the drawbacks of nature, and also because many are so involved in debt that they must produce to the limit or starve, but the remedy is not to destroy after it is produced, but to pool it, and feed it to the market as needed, and thus get a certain amount of control of the selling price of our own products the same as all other producers.

The most important question before the Canadian farmers, and all other farmers, is to devise some means of getting control of the selling end of our business. The farmers are not selling their produce today, they are only delivering it to the market where someone else takes possession of it and gives the farmer a small pittance for delivering it. As I have already pointed out, in order to be able to curtail production it is necessary to be thoroughly organized, both nationally and internationally, and if we were organized to that extent we would be in a position to set the price on our own products, irrespective of supply and demand, which is only a "boogy" invented by those who are exploiting us.

The Australian farmers are pooling their wheat and making a success of it, the farmers of the U.S. are also getting a good start in that direction. We in Canada are thinking of starting a pooling system, and I believe thinking seriously of it.

Now, if Mr. Bates wants to improve the condition of the farmers let him grasp the pooling idea, and he, and every other Canadian farmer push it to a final conclusion. The farmers of Canada are 60 per cent. of the population. The farmers of Canada and the United States combined are 50 per cent. of the population, we have the power of numbers and the power of right on our side, why are we like unto "dumb, driven cattle, like sheep driven to the slaughter." Let us assert our power, co-operate with the United States and Australia, and form an international wheat pool and knock the stuffing out of the Liverpool Corn Exchange and sell our own products, not merely deliver them.—A. Lunan, Ft. Saskatchewan, Alta.



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SELLING—ROSEN RYE, \$1.15 BUSHEL; FALL wheat, \$1.25 bushel; bags 20 cents extra. Immediate delivery. Sample free. Fred Fosberg & Sons, Dauphin, Man. 33-2

GENERAL MISCELLANEOUS

BETTER BREAD! USE HO-MAYDE BREAD Improver! It will give a finer, sweeter, larger loaf. Perfectly wholesome. Ask your grocer, or send 15 cents to Western Agents, C. and J. Jones, Lombard St., Winnipeg.

SELLING—NEW AUTO KNITTING MACHINE, cost \$65, price \$50. Mrs. F. Abrey, Hartney, Man. 33-2

Live Poultry Wanted

Fowl, 6 lbs. and over	18-19c
Fowl, 5-6 lbs.	15-16c
Fowl, under 5 lbs.	13-14c
Broilers, 2½ lbs. and over	25-26c
Roosters	10c
Ducks	Highest Market Price
Eggs, first	24c
Turkeys	15c

Egg cases and poultry crates supplied on request
STANDARD PRODUCE COMPANY
43 CHARLES STREET, WINNIPEG

NEW

RYE AND BARLEY

We can handle shipments of New RYE and BARLEY to advantage. Write, wire or phone for prices and price prospects.

Send us your Hedging and Investment orders in Grain Futures.

Thompson, Sons & Company

Established 1884

Commission Merchants
WINNIPEG

The Feeder Cattle Market

The luxuriant growth of the passing season has produced a supply of roughage for winter feeding far in excess of anything the West has ever had before. The abundance and the prospective low price of rough grains will also make it necessary to find some other outlet than the regular marketing channel. These facts, together with the active propaganda of the last two years in favor of winter steer feeding, and the organization for the first time in Western Canada of cattle loan companies to provide credit for this purpose, make it certain that more cattle will go into feed lots this fall than ever before.

Those familiar with this type of enterprise know that profit does not come so much from the flesh that is added to the steer as from the fact that wintered steers are bought on the low point of the market and sold at its crest. Steer feeding is profitable or otherwise, according to the spread between fall and spring prices. A big demand for feeders this fall will make

it difficult to pick them up at prices which will ensure an advantageous spread. Thanks to the export facilities afforded by the U.G.G. pool, and otherwise, a surplus of finished steers in the spring will probably look after itself.

The shortage of labor to handle the abnormally bulky crop makes it seem reasonably certain that the farmer's tendency to delay purchase of feeders till after harvest will be more than ever persisted in. August finds grass cattle in better condition than they have been in for years. And range men will be in no hurry to dispose of their stock because of the assurance of lush fall pasture. These two facts indicate that the bulk of the trading in unfinished cattle will be done in a shorter period than usual. As it will be a seller's market, some of the more experienced cattle feeders are purchasing early to protect themselves against un-

favorable price movements.

From the standpoint of the farmer purchasing cattle for winter keep the one hopeful sign is the recent dry weather in Ontario which has forced many unfinished cattle on the eastern market. These cattle will displace the western feeder cattle which have lately been freely moved East for export trade, and leave the local product to be absorbed by home demand.

Obviously the course for the man with both cattle and feed to pursue is to keep them at home till spring, for it is a practical certainty that feeder prices will not reach a level where farm-raised cattle can be profitably sold in the unfinished condition. This would still be good advice in years when winter feeding is unprofitable due to narrow fall and spring margins, for the ultimate loss is likely to be greater on the feeders sold in the fall than on the same cattle carried through the winter.

The Farmers' Market

Office of the United Grain Growers Limited, Winnipeg, Man., August 10, 1923.
WHEAT—Market has shown a firmer undertone of late and prices have improved several cents from a week ago. Reports of further deterioration to the new crop continue to come in, and more confidence is shown in values with the trade favoring a recovery to around the dollar mark for October wheat. The cash market is very firm with One Northern commanding a premium of 1½¢ over the new crop future.

COARSE GRAINS—Prices are firm, with a very light trade passing, some export business being done in barley, but volume evidently not large.

		WINNIPEG FUTURES					
		Aug. 6 to 11 inclusive					
		6	7	8	9	10	11
Wheat—							
Oct.	95½	95½	95½	96½	97½	97½	95½
Dec.	92½	93	93½	95½	94½	94½	92½
Oats—							
Oct.	39½	39½	39½	40½	40½	40½	39½
Dec.	37½	37½	41½	38½	38½	38½	37½
Barley—							
Oct.	51½	51½	51½	51½	52½	52½	51½
Dec.	50	49½	49½	50½	50½	50½	50
Flax—							
Oct.	204	198½	198	197	196	185½	204
Dec.	186	185	184½	185	185	184½	186
Rye—							
Oct.	62½	63½	63½	64½	64½	64½	62½
Dec.	62½	62½	62½	63½	63½	63½	62½

MINNEAPOLIS CLOSING PRICES

Spring Wheat—No. 1 northern, \$1.11½ to \$1.16½; No. 2 northern, \$1.08½ to \$1.13½; No. 3 northern, \$1.02½ to \$1.08½. Winter Wheat—Montana, No. 1 dark hard, \$1.08½ to \$1.17½; No. 1 hard, \$1.06½ to \$1.09½. Minnesota and South Dakota—No. 1 dark hard, \$1.04½ to \$1.07½; No. 1 hard, \$1.02½ to \$1.06½. Durum Wheat—No. 1 amber, 93c to 93c; No. 1 durum, 92c to 93c; No. 2 amber, 92c to 95c; No. 2 durum, 90c to 92c; No. 3 amber, 90c to 93c; No. 3 durum, 88c to 90c. Corn—No. 2 yellow, 83c to 83½c; No. 3 yellow, 82c to 82½c; No. 2 mixed, 79c to 81c; No. 3 mixed, 77c to 78c. Oats—No. 2 white, 33½c to 34½c; No. 3 white, 32½c to 34½c. Barley—Choice to fancy, 55c to 57c; medium to good, 51c to 54c; lower grades, 47c to 50c. Rye—No. 2, 61c. Flaxseed—No. 1, \$2.46½ to \$2.53½.

WINNIPEG

The Livestock Department of the U.G.G. Ltd., report as follows for the week ending August 10, 1923:

Receipts this week—Cattle, 7,412; hogs, 2,653; sheep, 419. Receipts previous week—Cattle, 6,719; hogs, 2,694; sheep, 702.

Cattle receipts this week have been considerably heavier than last week, the general run showing a little better finish. Prices holding about steady on good quality stuff and a shade weaker on plain and unfinished cattle. Drought conditions both in the South and East continue to be a factor in making it difficult to find an outlet for feeder cattle and thus all western farmers who contemplate laying in stockers, feeders or breeding heifers, we believe would be well advised to do so under present market conditions, as we cannot conceive prices reaching a lower level. With the abundance of good feed in the country this season, these thin and half-finished cattle should not be coming to market in such numbers, and we cannot urge too strongly, that wherever possible, they should be held back, as they will certainly take on considerable weight between now and fall, and would thus bring more money later on.

Best grass butcher steers are bringing from 6c to 6½c per lb., heavier steers a shade lower. Plain butcher steers are selling from 3c to 4c per lb. The cow market continues about steady, tops bringing 4c to 4½c per lb., medium kinds 2½c to 3½c per lb. Prime butcher heifers are selling from 5½c to 6c per lb., medium cows from 4½c to 5c per lb., stock heifers from 2c to 3c per lb. Best feeder steers are bringing from 4c to 4½c per lb., medium from 3c to 4c per lb. Best stocker steers from 3c to 4c per lb.,

Cash Prices at Fort William and Port Arthur August 6 to 11, inclusive

Date	WHEAT Feed	OATS				BARLEY				FLAX				RYE
		2 CW	3 CW	Ex Fd	1 Fd	2 Fd	3 CW	4 CW	Ref.	1 NW	2 CW	3 CW	2 CW	
Aug. 6	66½	43½	41½	41½	39½	38½	50½	49½	46½	46½	220	212	189	60½
7	65½	43½	41½	41½	39½	38½	50½	49½	46½	46½	214½	206½	183½	60½
8	65½	42½	41½	41½	39½	38½	50½	49½	46½	46½	214	206	183	61
9	66½	43½	41½	41½	39½	38½	50½	49½	46½	46½	213	205	177	61
10	64½	43½	42½	42½	40½	39½	51½	50½	47½	47½	210	205	176	62½
11	64½	43½	42½	42½	40½	39½	51½	50½	47½	47½	209½	202½	175½	62½
Week Ago	66½	43½	41½	41½	39½	38½	50½	49½	46½	46½	220	212	189	60½
Year Ago	70½	46	40	40	36½	34½	57½	54½	49½	49½	202	197	182	...

WHEAT PRICES

Aug. 6 to Aug. 11 inclusive.

Date	1 N	2 N	3 N	4	5	6
Aug. 6	107	101½	100	90½	84½	77½
7	107	101½	100	89½	83½	76½
8	107	101½	100	89½	83½	76½
9	108½	102½	101½	90½	84½	77½
10	109	103½	102½	91½	85½	78½
11	108½	103½	101½	91½	82½	75½
Week Ago	107	101½	100	90½	84½	78½
Year Ago	121½	114½	108½	95½	82½	77½

steady at \$5.25 mostly, and pigs at \$6.00. The run was about 6,000 head.

EGGS AND POULTRY

WINNIPEG—Eggs: Market firmer, wholesale dealers quoting on graded basis to country shippers as follows: Extras, 25c; firsts, 21c; seconds, 15c; jobbing extras, 34-36c; firsts, 28-30c; seconds, 22c. Poultry—Market quiet, trade quoting broilers, 25c; fowl, 11-14c; roosters, 10c.

REGINA, SASKATOON AND MOOSE JAW—Eggs: Quality somewhat improved, due to cooler weather, but receipts have fallen off, local demand at most points absorbing all eggs arriving. Saskatchewan wholesale dealers quoting extras, 23c; firsts, 19c; seconds, 13c; jobbing, firsts, 25c; seconds, 20c. Poultry—Market quiet, prevailing prices reported, broilers, 17c; fowl, 10-12c; roosters, 7c.

CALGARY AND EDMONTON—Eggs: Receipts exceptionally light for season, barely sufficient to supply local demand. Limited outward movement of storage taking place. Many firms have laid off the greater part of candling staff. Local demand on account of harvesting operations will require bulk of local receipts for some time. Wholesale dealers reported quoting delivered extras, 25c; firsts, 22c; seconds, 13c; jobbing, extras, 33c; firsts, 29c; seconds, 22c. Better grades retailing from 35 to 40c. Poultry—Market easy, receipts light.

BRITISH CATTLE MARKET

Glasgow—Cables not received.
Birkenhead—Reports no sales of Canadians.

London—No Canadian or American dressed sides. Good English sides sold mostly at 19c per lb. dressed. Supply and demand was moderate.

RUSSIA EXPORTS GRAIN

German grain importers have contracted for 12,795,000 bushels of rye from Russia to be delivered during the coming year, according to a cablegram received by the United States Department of Agriculture from its representative in Berlin. The German government has advised the United States agricultural commissioner that the contracts have been made and that part payment is to be made in goods.



"The Maid of Hearts and the Queen of Fruits"

Some years ago, Mrs. O. H. Johnson, of Beaverlodge, Alberta, one of the pioneer horticulturists of the Grande Prairie district, sent "outside" for some Early Dakota strawberry plants, which she cultivated with conspicuous success. Stock from this original venture has since been sold far and wide throughout the Upper Peace River country, the Beaverlodge Station having up to date succeeded better with this variety than with any other.

The accompanying illustration shows a dish of very fine berries grown in 1923 by Gordon S. Moyer, an enterprising young settler in the Red Willow district of Grande Prairie, who, after getting a start through Mrs. Johnson, and also through the experimental station, grew strawberries this year by the tubful, and is evidently sharing some of them with his neighbor's little girl. Practically every settler in this north country could successfully raise this excellent fruit. (Photograph by G. S. Moyer).

**SOLD AT FAR
LESS THAN
MANUFACTUR-
ERS' PRICES**

GREATEST PRICE OPPORTUNITIES EVER OFFERED IN WESTERN CANADA

Western Farmers Appreciate Christie Bargains

WE GUARANTEE QUALITY AND AMAZING VALUE OF ALL OUR LINES

**BRITISH
GOVERNMENT
SURPLUS
WAR SUPPLIES**

Our thousands of customers wonder how we do it. It's just a favorable combination of circumstances—the release by the British Government of tremendous quantities of Surplus War Supplies of the highest quality, and our big purchasing power for spot cash by our Mr. Christie, personally, during his recent trip to the Old Country. We content ourselves with a very small margin of profit so as to give our customers the utmost value for their money.

British Government

**Pure Wool
TWO-PIECE
Under-
wear**



As issued to H.M. Forces during the war. Made under government inspection from the very finest quality wool, and guaranteed to out-wear several suits of ordinary underwear. It is undoubtedly the best value in Canada today. In fact, we have never seen anything like it for the money. If you want hard-wearing, pure wool, warm underwear for fall and winter wear, this is it. Give waist measurement when ordering **\$2.95**

MANGER CHAINS



Made of the best British steel, as illustrated. Secured by us direct from British Government Surplus Stocks. You cannot make a mistake at each **45c**

HARNESS BRUSHES



Genuine British Government surplus. Made with real bristles **25c**

DANDY BRUSHES



Every farmer knows the quality of these well-known brushes. Our price **25c**

**SOUTH AFRICAN
FIELD BOOTS, \$4.90**



Our regular \$5.50 line, but yours for \$4.90. We have sold thousands of pairs this year. Made by British manufacturers for the British Army, of full Kip leather, with two single solid butt soles, leather lined throughout. Made for hard wear. Waterproof filling between upper and first sole, double waterproof tongue. Note stamp on sole: no others genuine. **\$4.90**

ALL-WOOL GLOVES



Genuine British Army Heavy Khaki. Highest quality. Per pair **30c**

NECK STRAPS, \$1.10



Made of the finest English oak-tanned leather. Same kind as used by British Army for tying mules and horses. Absolutely new. Strongly reinforced with ring for halter shank. Upper part 2 1/2 inches wide, with round throats. Part worn **NECK STRAPS**. In good condition. Each, **60c**

NECK STRAPS, 60c



Different pattern to above, but very strong and durable. Slightly soiled, but excellent value. Each **60c**

**Women's
Royal Air Force
Suits
\$2.95**



These are indispensable for women's work on the farm. When milking cows, or churning, or doing odd jobs, just slip on one of these suits. Made of best Khaki Canton cloth, and consisting of smart jacket and pants. Thousands of western women will be wearing these suits this fall. Complete suit for **\$2.95**

AUTO OR DRIVING ROBES



Guaranteed all wool, in beautiful woven colors. Will last a lifetime even with the hardest kind of wear. Size 60 inches x 80 inches. Driving comfort at this price is remarkably cheap. **\$3.95**

**British Army
MESS TINS**



Lid can be used as frying pan, and container as pot or kettle. Ideal for harvest. Per tin **25c**

**We are selling them by the
Hundred**

**CIVILIAN SUITS
\$7.95**



These suits are creating a real sensation, nothing like them has ever before been offered in Canada at this price. The control of all clothing by the British Government during the war, and the release by the government recently of thousands of suits made under government supervision by the highest-class British merchant tailors, are the only reasons for this wonderful opportunity. They are in all-wool tweeds and serges, in pleasing shades and up-to-date styles. Coat has three-button effect, cuffs on pants. Give height, weight and chest and waist measurement.

**BRITISH ARMY TEAM
LINES**

We received a short time ago, hundreds of orders that we could not fill, but we have now big stocks on hand. Twenty-two feet long and made of the finest leather. Per set **\$3.00**

**NEW BRITISH ARMY
RAZORS, 25c**



Complete with Shaving Brush

**Sensational offer
of Guaranteed**

**Plowing Harness
Set \$9.25**



One of the greatest bargains we have ever offered. Set consists of four genuine British Government Artillery leather-covered wire-cable traces, with ends to connect to Concord hames, complete with belly-bands and back-bands. The traces were made by the British Government for use in hauling the heaviest Artillery guns, and are so strongly made of the highest grade material that they are practically indestructible. They are the most wonderful value we have ever seen. Don't miss this great opportunity.

**British Government
ARMY BLANKETS \$1.65**



Shipped direct from British Army stocks. Sold regularly at \$1.95 each. Indispensable for hunting, camping, threshing and emergency use in the farm home. Stock up for fall at this price. **\$1.65**

**British Officers'
Trench Boots
\$8.25**



Leather lined, 16 inches high. Thoroughly water-tight. Beautiful nut-brown shade. Many cheaper lines, but none compare with these for quality. Our regular \$9.00 line. No half sizes. Yours **\$8.25**

**BRITISH ARMY
CLASP KNIVES, 55c**



With can openers. Made of best Sheffield steel. Each **55c**

**British Officers'
Khaki
Flannel Shirts \$2.95**



With collar attached, with two pockets, and are ideal for farm wear as they always look well, and will give years of service. State size of collar. Each **\$2.95**

**British Government
HORSE
BLANKETS**



Absolutely new, and shipped direct from British Government Ordnance stocks. Warmly lined, and made with two surcingles, with brass eyelets. Regularly sold in the West at \$13 per pair. Each **\$3.25**

SCOTCH STEAMER RUGS—Made of the purest wool, with fringe. Size 60 ins x 72 ins. Beautiful woven patterns in delicate shades, and worth more than double the money. Will last a life-time. \$6.95



Each **\$6.95**

WHITE WEB SURCINGLES—New, made of best British military web with leather straps and buckles, 7 feet long x 3 inches wide. 50c



Each **50c**

ARTILLERY DRIVER'S WHIPS—Made for the British Army. Part worn, but first-class condition. Each 25c



Each **25c**

**All-Wool
British Army
SOCKS**



Made of highest grade grey wool, and ideal for farm wear. Guaranteed less than wholesale cost. Per pair **45c**

**BRITISH ARMY
CANVASS SLIPPERS**



These have genuine leather soles, and are exceptional value at this price. State size. Per pair **\$1.95**

**Genuine British Government
Saddle Outfit \$11.35**



Sold by us regularly for \$12.50, but reduced specially for the harvest trade to **\$11.35**. Thousands of outfits already sold by us. Outfit consists of genuine All-Leather British Government Cavalry Saddle, with cinch and stirrups; 4 1/2 lb. All-wool Saddle Blanket; Riding Bridle, with lines and bit; and Military Tethering Rope—all for only **\$11.35**. Don't delay, as we may have to increase the price again before long.

**Khaki Cloth
Trousers**



Genuine Government Regulation. Wonderful for wear round the farm. You cannot make a mistake. Per pair **\$3.35**

**HUNDREDS OF
OTHER
BARGAINS TO
CHOOSE FROM
SEE OUR
TWO-PAGE
AD. IN THE
GUIDE OF
AUGUST 1**

Cardigan Jackets



These are of fairly heavy weight for fall and winter wear, and have just arrived from the Old Country, direct from British Government stocks. They are really wonderful value. Buy one for the cool mornings and nights **\$2.45** of harvest time. Each **\$2.45**

**GREEN WILLESSEN
TARPAULINS**



Made especially for covering British Army supplies. Rot-proof and water-proof. None better made. Size 10 feet by 14 feet, **\$16.25**; **\$4.50** 6 feet by 6 feet

**British Government
Moleskin
Overalls**



Per Pair **\$3.45**

As illustrated. Made in dark blue pattern, with bib effect, and the most hard-wearing overalls we have ever seen. Don't confuse them with cheaper varieties. **\$3.45**

MOLESKIN PANTS—Of same material as above, but without bib. Wonderful value at. Per Pair **\$2.95**



JOHN CHRISTIE

SOLE DISTRIBUTOR IN CANADA FOR
**BRITISH GOVERNMENT SURPLUS
LEATHER SUPPLIES**

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